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FOR 31 years Sal Hepatica has been one of the foremost sellers in the drug business. In good years and bad, druggists could always depend upon it to turn—steadily and often.

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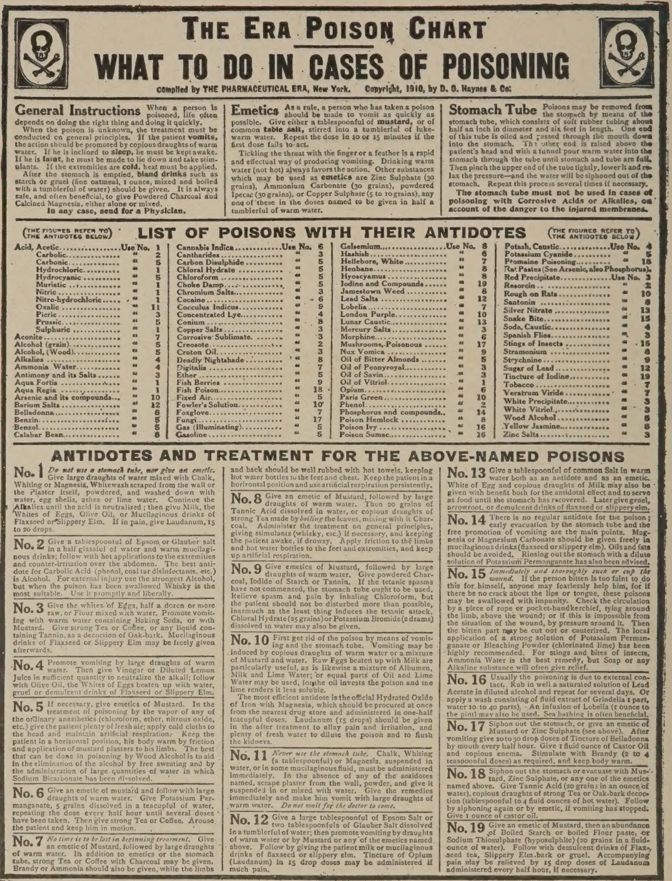

THE ERA POISON CHART

WHAT TO DO IN CASES OF POISONING

Compiled by THE PHARMACEUTICAL ERA, New York. Copyright, 1910, by D. O. Haynes & Co.

General Instructions When a person is poisoned, life often depends on doing the right thing and doing it quickly.

When the poison is unknown, the treatment must be conducted on general principles. If the patient **vomits,** the action should be promoted by copious draughts of warm water. If he is inclined to **sleep,** he must be kept awake. If he is **faint,** he must be made to lie down and take stimulants. If the extremities are **cold,** heat must be applied.

After the stomach is emptied, **bland drinks** such as starch or gruel (fine oatmeal, 1 ounce, mixed and boiled with a tumblerful of water) should be given. It is always safe, and often beneficial, to give Powdered Charcoal and Calcined Magnesia, either alone or mixed.

In any case, send for a Physician.

Emetics As a rule, a person who has taken a poison should be made to vomit as quickly as possible. Give either a tablespoonful of **mustard,** or of common **table salt,** stirred into a tumblerful of lukewarm water. Repeat the dose in 10 or 15 minutes if the first dose fails to act.

Tickling the throat with the finger or a feather is a rapid and effectual way of producing vomiting. Drinking warm water (not hot) always favors the action. Other substances which may be used as **emetics** are Zinc Sulphate (30 grains), Ammonium Carbonate (30 grains), powdered Ipecac (30 grains), or Copper Sulphate (5 to 10 grains), any one of these in the doses named to be given in half a tumblerful of warm water.

Stomach Tube Poisons may be removed from the stomach by means of the stomach tube, which consists of soft rubber tubing about half an inch in diameter and six feet in length. One end of this tube is oiled and passed through the mouth down into the stomach. The other end is raised above the patient's head and with a funnel pour warm water into the stomach through the tube until stomach and tube are full. Then pinch the upper end of the tube tightly, lower it and relax the pressure—and the water will be siphoned out of the stomach. Repeat this process several times if necessary.

The stomach tube must not be used in cases of poisoning with Corrosive Acids or Alkalies, on account of the danger to the injured membranes.

LIST OF POISONS WITH THEIR ANTIDOTES

(THE FIGURES REFER TO THE ANTIDOTES BELOW)

Acid, Acetic	Use No.	1
Carbolic	"	2
Carbonic	"	5
Hydrochloric	"	1
Hydrocyanic	"	5
Muriatic	"	1
Nitric	"	1
Nitro-hydrochloric	"	1
Oxalic	"	11
Picric	"	3
Prussic	"	5
Sulphuric	"	1
Aconite	"	7
Alcohol (grain)	"	5
Alcohol, (Wood)	"	5
Alkalies	"	4
Ammonia Water	"	4
Antimony and its Salts	"	3
Aqua Fortis	"	1
Aqua Regia	"	1
Arsenic and its compounds	"	10
Barium Salts	"	12
Belladonna	"	8
Benzin	"	5
Benzol	"	5
Calabar Bean	"	8
Cannabis Indica	Use No.	6
Cantharides	"	3
Carbon Disulphide	"	5
Chloral Hydrate	"	5
Chloroform	"	5
Choke Damp	"	5
Chromium Salts	"	3
Cocaine	"	6
Cocculus Indicus	"	9
Concentrated Lye	"	4
Conium	"	8
Copper Salts	"	3
Corrosive Sublimate	"	3
Creosote	"	2
Croton Oil	"	3
Deadly Nightshade	"	8
Digitalis	"	7
Ether	"	5
Fish Berries	"	9
Fish Poison	"	18
Fixed Air	"	5
Fowler's Solution	"	10
Foxglove	"	7
Fungi	"	17
Gas (Illuminating)	"	5
Gasoline	"	5
Gelsemium	Use No.	8
Hashish	"	6
Hellebore, White	"	7
Henbane	"	8
Hyoscyamus	"	8
Iodine and Compounds	"	19
Jamestown Weed	"	8
Lead Salts	"	12
Lobelia	"	7
London Purple	"	10
Lunar Caustic	"	13
Mercury Salts	"	3
Morphine	"	6
Mushrooms, Poisonous	"	17
Nux Vomica	"	9
Oil of Bitter Almonds	"	5
Oil of Pennyroyal	"	3
Oil of Savin	"	3
Oil of Vitriol	"	1
Opium	"	6
Paris Green	"	10
Phenol	"	2
Phosphorus and compounds	"	14
Poison Hemlock	"	8
Poison Ivy	"	16
Poison Sumac	"	16
Potash, Caustic	Use No.	4
Potassium Cyanide	"	5
Ptomaine Poisoning	"	18
Rat Pastes (See Arsenic, also Phosphorus).		
Red Precipitate	Use No.	3
Resorcin	"	2
Rough on Rats	"	10
Santonin	"	8
Silver Nitrate	"	13
Snake Bite	"	15
Soda, Caustic	"	4
Spanish Flies	"	3
Stings of Insects	"	15
Stramonium	"	8
Strychnine	"	9
Sugar of Lead	"	12
Tincture of Iodine	"	19
Tobacco	"	7
Veratrum Viride	"	7
White Precipitate	"	3
White Vitriol	"	3
Wood Alcohol	"	5
Yellow Jasmine	"	8
Zinc Salts	"	3

ANTIDOTES AND TREATMENT FOR THE ABOVE-NAMED POISONS

No. 1 *Do not use a stomach tube, nor give an emetic.* Give large draughts of water mixed with Chalk, Whiting or Magnesia, Whitewash scraped from the wall or the Plaster itself, powdered, and washed down with water, egg shells, ashes or lime water. Continue the Alkalies until the acid is neutralized; then give Milk, the Whites of Eggs, Olive Oil, or Mucilaginous drinks of Flaxseed or Slippery Elm. If in pain, give Laudanum, 15 to 20 drops.

No. 2 Give a tablespoonful of Epsom or Glauber salt in a half glassful of water and warm mucilaginous drinks; follow with hot applications to the extremities and counter-irritation over the abdomen. The best antidote for Carbolic Acid (phenol, coal tar disinfectants, etc.) is Alcohol. For external injury use the strongest Alcohol, but when the poison has been swallowed Whisky is the most suitable. Use it promptly and liberally.

No. 3 Give the whites of Eggs, half a dozen or more raw, or Flour mixed with water. Promote vomiting with warm water containing Baking Soda, or with Mustard. Give strong Tea or Coffee, or any liquid containing Tannin, as a decoction of Oak-bark. Mucilaginous drinks of Flaxseed or Slippery Elm may be freely given afterwards.

No. 4 Promote vomiting by large draughts of warm water. Then give Vinegar or Diluted Lemon Juice in sufficient quantity to neutralize the alkali; follow with Olive Oil, the Whites of Eggs beaten up with water, gruel or demulcent drinks of Flaxseed or Slippery Elm.

No. 5 If necessary, give emetics of Mustard. In the treatment of poisoning by the vapor of any of the ordinary anesthetics (chloroform, ether, nitrous oxide, etc.) give the patient plenty of fresh air; apply cold cloths to the head and maintain artificial respiration. Keep the patient in a horizontal position, his body warm by friction and application of mustard plasters to his limbs. The best that can be done in poisoning by Wood Alcohol is to aid in the elimination of the alcohol by free sweating and by the administration of large quantities of water in which Sodium Bicarbonate has been dissolved.

No. 6 Give an emetic of mustard and follow with large draughts of warm water. Give Potassium Permanganate, 5 grains dissolved in a teacupful of water, repeating the dose every half hour until several doses have been taken. Then give strong Tea or Coffee. Arouse the patient and keep him in motion.

No. 7 *No time is to be lost in beginning treatment.* Give an emetic of Mustard, followed by large draughts of warm water. In addition to emetics or the stomach tube, strong Tea or Coffee with Charcoal may be given. Brandy or Ammonia should also be given, while the limbs and back should be well rubbed with hot towels, keeping hot water bottles to the feet and chest. Keep the patient in a horizontal position and use artificial respiration persistently.

No. 8 Give an emetic of Mustard, followed by large draughts of warm water. Then 20 grains of Tannic Acid dissolved in water, or copious draughts of strong Tea made by *boiling* the leaves, mixing with it Charcoal. Administer the treatment on general principles, giving stimulants (whisky, etc.) if necessary, and keeping the patient awake, if drowsy. Apply friction to the limbs and hot water bottles to the feet and extremities, and keep up artificial respiration.

No. 9 Give emetics of Mustard, followed by large draughts of warm water. Give powdered Charcoal, Iodide of Starch or Tannin. If the tetanic spasms have not commenced, the stomach tube ought to be used. Relieve spasm and pain by inhaling Chloroform, but the patient should not be disturbed more than possible, inasmuch as the least thing induces the tetanic attack. Chloral Hydrate (25 grains) or Potassium Bromide (2 drams) dissolved in water may also be given.

No. 10 First get rid of the poison by means of vomiting and the stomach tube. Vomiting may be induced by copious draughts of warm water or a mixture of Mustard and water. Raw Eggs beaten up with Milk are particularly useful, as is likewise a mixture of Albumen, Milk and Lime Water; or equal parts of Oil and Lime Water may be used, for the oil invests the poison and the lime renders it less soluble.

The most efficient antidote is the official Hydrated Oxide of Iron with Magnesia, which should be procured at once from the nearest drug store and administered in one-half teacupful doses. Laudanum (15 drops) should be given in the after treatment to allay pain and irritation, and plenty of fresh water to dilute the poison and to flush the kidneys.

No. 11 *Never use the stomach tube.* Chalk, Whiting (a tablespoonful) or Magnesia, suspended in water, or in some mucilaginous fluid, must be administered immediately. In the absence of any of the antidotes named, scrape plaster from the wall, powder, and give it suspended in or mixed with water. Give the remedies immediately and make him vomit with large draughts of warm water. *Do not wait for the doctor to come.*

No. 12 Give a large tablespoonful of Epsom Salt or two tablespoonfuls of Glauber Salt dissolved in a tumblerful of water; then promote vomiting by draughts of warm water or by Mustard or any of the emetics named above. Follow by giving the patient milk or mucilaginous drinks of flaxseed or slippery elm. Tincture of Opium (Laudanum) in 15 drop doses may be administered if much pain.

No. 13 Give a tablespoonful of common Salt in warm water both as an antidote and as an emetic. White of Egg and copious draughts of Milk may also be given with benefit both for the antidotal effect and to serve as food until the stomach has recovered. Later give gruel, arrowroot, or demulcent drinks of flaxseed or slippery elm.

No. 14 There is no regular antidote for the poison; early evacuation by the stomach tube and the free promotion of vomiting are the main points. Magnesia or Magnesium Carbonate should be given freely in mucilaginous drinks (flaxseed or slippery elm). Oils and fats should be avoided. Rinsing out the stomach with a dilute solution of Potassium Permanganate has also been advised.

No. 15 *Immediately and thoroughly suck or cup the wound.* If the person bitten is too faint to do this for himself, anyone may fearlessly help him, for if there be no crack about the lips or tongue, these poisons may be swallowed with impunity. Check the circulation by a piece of rope or pocket-handkerchief, tying around the limb, above the wound; or if this is impossible from the situation of the wound, by pressure around it. Then the bitten part may be cut out or cauterized. The local application of a strong solution of Potassium Permanganate or Bleaching Powder (chlorinated lime) has been highly recommended. For stings and bites of insects, Ammonia Water is the best remedy, but Soap or any Alkaline substance will often give relief.

No. 16 Usually the poisoning is due to external contact. Rub in well a saturated solution of Lead Acetate in diluted alcohol and repeat for several days. Or apply a wash consisting of fluid extract of Grindelia 1 part, water 10 to 40 parts). An infusion of Lobelia (1 ounce to the pint) may also be used. Sea bathing is often beneficial.

No. 17 Siphon out the stomach, or give an emetic of Mustard or Zinc Sulphate (see above). After vomiting give 20 to 30 drop doses of Tincture of Belladonna by mouth every half hour. Give 1 fluid ounce of Castor Oil and copious enema. Stimulate with Brandy (2 to 4 teaspoonful doses) as required, and keep body warm.

No. 18 Siphon out the stomach or evacuate with Mustard, Zinc Sulphate, or any one of the emetics named above. Give Tannic Acid (20 grains in an ounce of water), copious draughts of strong Tea or Oak-bark decoction (tablespoonful to 4 fluid ounces of hot water). Follow by siphoning again or by emetic, if vomiting has stopped. Give 1 ounce of castor oil.

No. 19 Give an emetic of Mustard, then an abundance of Boiled Starch or boiled Flour paste, or Sodium Thiosulphate (hyposulphite) (20 grains in a fluidounce of water). Follow with demulcent drinks of Flaxseed tea, Slippery Elm bark or gruel. Accompanying pain may be relieved by 15 drop doses of Laudanum administered every half hour, if necessary.

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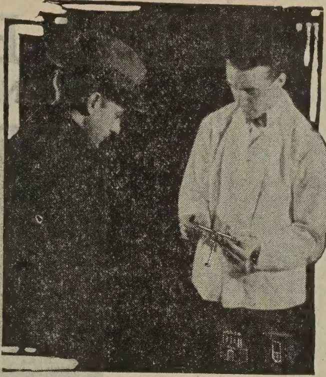

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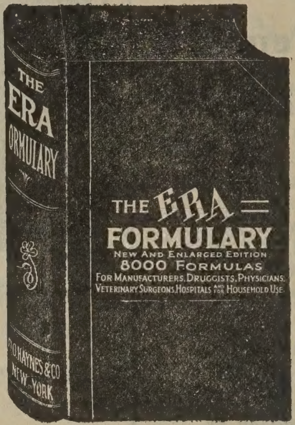
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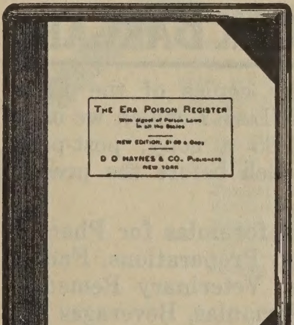
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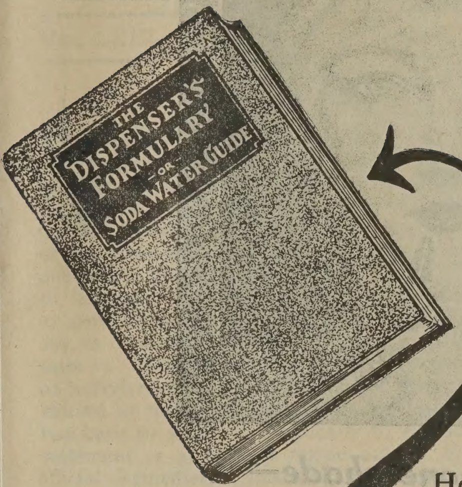

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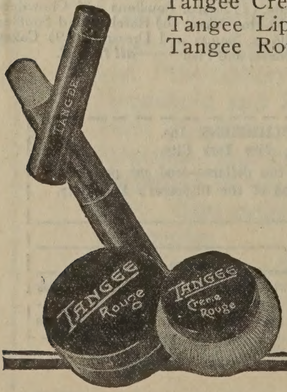

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EDITORIAL COMMENT

WITHIN the past few weeks THE ERA has printed opinions of the attorneys general of Minnesota and Iowa that aspirin may be sold in those states only by licensed pharmacists. In the latter state, exception to the ruling restricting such sales has been taken by the Iowa Retail Merchants' Association, which is prepared to fight the order. In the opinion of the Iowa attorney general, aspirin is a drug and cannot be sold by anyone not a pharmacist or not having a registered pharmacist in his place of business. One of the main reasons for restricting the sale of aspirin to persons qualified to dispense it intelligently, the pharmacy examiners say, is contained in the following quotation from the United States Dispensatory; "There have been reported a very considerable number of cases of acetylsalicylic acid poisoning in human beings very different from those caused by the salicylates and in many of these cases of poisoning the dosage has been so small as practically to exclude salicylic acid poisoning." This statement is apparently borne out by the compilers of "New and Nonofficial Remedies," who say "the promiscuous use of acetylsalicylic acid (aspirin) by the laity, especially for the relief of headache, has frequently led to cases of rather severe poisoning, the chief symptoms being edema of the lips, tongue, eyelids, nose or the entire face; also uricarial rashes, vertigo, nausea and sometimes cyanosis. Some persons are especially susceptible to acetylsalicylic acid and these symptoms are ascribed to an idiosyncrasy."

W. Bruce Philip, secretary of the San Francisco and Alameda pharmaceutical associations, gives some advice to the members of his organizations relating to changing ownership of stores, which is worth passing on to druggists in other states. Thus, "before you sell your drug store you should realize that your permit to possess and deal in alcoholic preparations fit for beverage purposes and narcotics are personal privileges that cannot be sold or transferred. You are the responsible party by these privileges for all liquor on hand. You will save yourself, this office, and the prohibition department much time, trouble, and confusion in records, if before the sale you will communicate either with the Prohibition Department or this office, and learn the exact steps you must take to have all necessary papers prepared, signed and filed. You will simplify your records, save much confusion and allow the new owner to continue the business at an earlier date if you follow the directions you receive to the letter."

A report of the College of Pharmacy by Dean H. H. Rusby to the president of Columbia University for the academic year ending last June, appears in the May number of the *Messenger,* the monthly publication of the college. While some time has elapsed since the occurrence of some of the events noticed in the report, Dean Rusby's remarks relating to pharmaceutical education and the requirements for a graduate work are not without interest. After relating the attempt of the college to carry a graduate course, and the faculty's experience therewith, he says; "It is our belief that such a graduate course should be open to our students only when they have added to their professional credits, secured here, an amount of general acadamic credit equal and similar to that required for admission to graduate study elsewhere in the University. The actual work of such a graduate course should be largely elective, according to the field of activity for which preparation is being made. One of the most important lines of such preparation is that of pharmacy teaching, for which a combined course of pharmacy and education should be pursued.

He further says that "the greatest difficulty is experienced, not only by ourselves, but by pharmacy schools of the entire country, in securing properly qualified instructors. Mere pharmacy graduates are rarely possessed of that education and training requisite in a good teacher, while those possessing such advantages are wanting in professional qualifications." He believes that teachers properly equipped may find the progressive and profitable work of the American pharmacy schools an attractive vocation. He says the teaching positions in these schools now number more than 1,000, with salaries ranging from $1,500 to $7,500.

Much ingenuity has been exhibited by druggists in the effort to attract attention and gain publicity, and to this end they have featured window displays, opening days, anniversaries, free service, souvenirs and numerous other schemes designed to arouse interest in their places of business. What would appear to be an original effort in this line is the announcement printed in a Kansas newspaper that "a free poultry and pig clinic will be held by the Wheeler Drug Co. . . . Monday evening May 10, at eight o'clock. The clinic will be in charge of Dr. S. N. Meyers, who will cut open any sick pig or chicken brought to him, explaining the disease, its cause, treatment and prevention." Thus far, no report has come to hand anent the success of the "clinic."

An intelligence test on health for the educated person was devised and given to the American Health Congress at its recent meeting in Atlantic City by Dr. Livingston Farrand, president of Cornell University. It takes the form of a modern decalogue on health, which, condensed, is as follows; (1) Know physiological basis for sound health habits, such as sleep, posture, exercise and proper elimination; (2) know types, amounts and proportions of food essentials to proper nutrition; (3) Know principles of normal mental action and conditions underlying common variations from normal states of mind; (4) Understand sex instinct; (5) Know factors determining infection and resistance and principles of artificial immunization against infectious disease; (6) Know causes and prevention of degenerative diseases sufficiently to offer the prospect of passing through middle life without a breakdown; (7) Know and be armed against environmental hazards, such as polluted water and milk, housing congestion, poisons in industry, etc.; (8) Appreciate the necessity of frequent medical and dental examinations; (9) Choose wisely medical and dental advisers and realize that the modern practice of medicine is grounded on science, not on mystery, fancy or tradition; (10) Know important health problems facing the community and methods of attack.

In a discussion of "the survival of the salesman" before the Allied Drug Travelers of Colorado in Denver recently, Rollin H. Davis of the Davis Brothers Drug Company, wholesale druggists, stated that predictions are being freely made by some students of business that salesmen will become obsolete because of the great expense involved in their maintenance, and he expressed his belief that only by the salesmen making themselves useful to their customers through service rendered can they save themselves from extinction. According to the *Rocky Mountain Druggist*, which gives an outline of Mr. Davis's address, it is figured that twenty-two drug stores are required to support each wholesale drug salesman, and that each store's share of the cost of such support is about $195 a year. Some wholesale druggists are offering liberal discounts from list prices in lieu of the salesmen's services, and "it is up to the latter to demonstrate that they are worth all they cost."

Mr. Davis said he believed the continued existence of the salesmen is justified by their services in disseminating information concerning laws and legal regulations, suggestions relating to sales methods, advertising, window and counter displays, etc., and that they are worth far more to the average retailer than the cost entailed. As we see it, personal contact and the ability to furnish this kind of information and co-operation with the retailers go far to establish good will, which is the basis on which all successful business is built.

The Connecticut Pharmaceutical Association will celebrate the golden anniversary of its organization at its meeting to be held in the Hotel Stratford, Bridgeport, June 29 and 30. A special feature of the meeting will be the attendance as guests of the surviving charter members of the association.

The dramatic instinct may be more or less common to the average individual, but pharmacy has never produced an over supply of great actors. Knowledge of this fact, however, has not deterred Professor Clarence M. Brown, of the College of Pharmacy of Ohio State University, from directing and starring in a play in which the students of pharmacy and prominent druggists from various sections of the state will have leading parts, and which is to be staged as a feature of the convention of the Ohio Pharmaceutical Association which is to be held at Cedar Point, July 19 to 23. The play, "I Can't Afford It," aims to portray the changed conditions in the drug business within the last decade. The druggists assigned to parts in the cast should be able to give a realistic presentation, for most of them have wrestled with problems affected by changing conditions most of their lives.

A decision handed down by the United States Circuit Court of Appeals in New York last Tuesday rules that the prohibition administrator has not the right to revoke a permit granted to one to sell denatured alcohol. On the contention of the Government that denatured alcohol can be so easily redistilled and used in the manufacture of alcoholic beverages, the opinion says; "When the statute was passed there was no suspicion of the ease with which denaturants could be removed," and that now "some amendment in the act is necessary to check the grave evil which has arisen." It is predicted that the decision will greatly affect the denatured alcohol business throughout the country, inasmuch as dealers practically will be beyond reach of the prohibition administrators except by means of complicated proceedings.

News despatches within the past few days have stressed the work of Bureau of Standards in Washington in developing a carbon arc lamp to give a light approximating that of the sun, particularly in the actinic or violet rays. Scientists have been at work on the light for several years, and a lamp giving such rays would be invaluable, they say, in the treatment of a wide variety of germ diseases, including tuberculosis and cancer, and in the treatment of infected wounds, all of which are benefitted by sunlight. The progress of the work is indicated in the statement that a number of arcs are now in use experimentally and several are being studied which will produce 16 per cent of violet rays compared with 18 per cent for the sun at noon.

Pharmacists may find some food for thought in the experience of the New York County Lawyers' Association, which started a campaign recently for $1,000,000 for a headquarters building and endowment. At the opening dinner, subscriptions totaling $550,000 were announced and former Judge Morgan J. O'Brien in appealing for co-operation through the association said; "I need not say what wonderful strides have been made, particularly in our own country, in financial, social and every other direction. The only laggards have been ourselves. We have been the last to realize the importance of union and co-operation." While these remarks apply specifically to the legal profession, they also carry a hint to pharmacists, for pharmacy needs to complete its million dollar fund at once. The A.Ph.A. committee is urging every one to bring to the attention of men of means in pharmacy the great opportunity for endowing the Pharmacy building. More small subscriptions are needed to aid this great work. There are no great endowments in pharmacy at the present time, and the opportunity is therefore far greater in the possibility of tangible results than in other professions and trades, for service to the public, to pharmacy and medicine will be perpetuated thereby.

In the general program of the joint session of the division of biological chemistry and the division of agricultural and food chemistry at recent Tulsa meeting of the American Chemical Society, three of the ten papers presented dealt with vitamins. It was announced that the treatment of milk with ultra-violet light increases its potency in vitamin D, but it destroys much of the vitamin A. The process then would be of questionable value. Different samples of yeast vary considerably in their vitamin B content, a fact which, according to Parks and Nelson, of the Iowa Experiment Station, must be taken into consideration before a substance such as vitamin E can be said to exist.

Dr. William J. Huss, professor of pharmacy at the University of Florida, mentions the fact that pharmacists are taught to read the label three times when removing a drug from a container: first, when taking the bottle from the shelf; second, just before pouring out the desired amount; third, when replacing the bottle in its known position. This suggests equal care in the taking or administering of medicine; never when one's mind is abstracted, never without reading the label, never in the dark. A little circular, as an accompaniment with sales, conveying these facts will help to educate the laity for care, and incidentally show that a pharmacist does not "just grow".

That proprietary medicines have a certain status under the South Dakota pharmacy law requiring license to sell medicines, would appear from a case which is to be tested in the municipal court at Mitchell, where one P. E. Wood is to be arraigned on a charge of violating the license law. Wood was arrested on a charge of selling a patent medicine without being a registered pharmacist, which business, it is stated, he followed for some time as the local representative for a patent medicine and lotion house, peddling his wares through the rural districts in a truck.

Retail Pharmacy Trade Standards

Practical Figures Based on Business in 160 *Stores*

By PAUL C. OLSEN*
Wharton School of Finance and Commerce, University of Pennsylvania, Philadelphia

THE following table lists the typical operating expenses of drug stores in and around Philadelphia. The figures are not theory or guesswork. They are compiled from the actual facts generously supplied by our members and customers.

More than 200 returns were received, and of these 160 were in sufficient detail to be included in this summary. This response is far higher than any ever before made by druggists in any part of the country and represents a sufficiently large proportion of our members and customers to serve as a guide for you.

The figures below represent the most typical or usual results obtained in and around Philadelphia. How do your results compare with them? (To make a comparison simply divide your figure for total sales into your year's figures of each of the expenses listed. The result is your per cent expenditure for that particular item.)

	Per Cent
Sales	100.0
Cost of merchandise sold	64.0
Total operating expenses (divided as below)	27.8
Salaries including owner's salary	19.5
Owner's salary	9.5
Rent	4.0
Light	0.6
Heat	0.5
Insurance	0.2
Taxes	0.2
Interest on borrowed money	Negligible
Losses on bad debts	"
Repairs	0.2
Depreciation	1.4
Delivery	0.1
Advertising	0.6
Miscellaneous	0.5
Profit	8.2

Turnover of merchandise stock 2.6 times a year.

To determine your turnover, divide the average amount of merchandise which you had on hand in 1925 (at cost price) into the cost of all the merchandise which you sold in 1925. The resulting figure is your annual turnover.

Put your own percentage beside those printed here. If you did better on any of them, put that down as an advantage you have and try to keep it. If you are below on any figures, remember these percentages are not some impossible ideal but actual results obtained in 1925 in and around Philadelphia. Then ask yourself, if so many other druggists close to me can get these results, why can't I?

These figures are not the best results reported! Some stores reported a salary expense as low as nine per cent of sales. Others paid rent as low as one per cent of sales. Turnovers as high as eight per year were shown.

The results of these unusually successful stores have been grouped together to bring out just which expenses they have cut most. The typical figures for these stores are set down in the following table alongside those for stores with results not as good as the average.

	Stores with Above Average Profit (Per Cent)	**Stores with Below Average Profit (Per Cent)**
Sales	100.0	100.0
Cost of merchandise sold	61.0	67.0
Total operating expenses (divided as below)	24.8	29.3
Salaries (including owner's salary)	16.5	19.5
Owner's salary	9.5	9.5

**This article by Mr. Olsen is an analysis of the retail drug trade in and around Philadelphia, made by him for the benefit of the Philadelphia Wholesale Drug Company, by which the census was taken, and published with his permission. The title of the pamphlet, in which form it has been published by the Philadelphia Wholesale Drug Company, is "Druco Census of Business Costs, 1925." —Ed.*

	(Per Cent)	(Per Cent)
Rent	4.0	5.5
Light	0.6	0.6
Heat	0.5	0.5
Insurance	0.2	0.2
Taxes	0.2	0.2
Interest	Negligible	Negligible
Losses from bad debts	Negligible	Negligible
Repairs	0.2	0.2
Depreciation	1.4	1.2
Delivery	0.1	0.1
Advertisink	0.6	0.6
Miscellaneous	0.5	0.7
Profit	14.2	3.7
	times a year	times a year
Turnover of merchandise stock	2.6	2.8

What This Table Shows

The stores above the average earned almost four times as much net profit as those below the average. How did they do it?

1. The cost of their merchandise was less. This suggests the following causes, all of which probably were taken advantage of to make these stores more profitable:

(a.)—Skilful buying.

(b).—Purchase of a minimum of dead and unsaleable items.

(c).—Minimum waste and loss of stock purchased.

(d).—Taking advantage of discounts.

(e).—Selling their merchandise at higher prices.

The justification for selling merchandise at cut prices is that increased turnover and greater volume result, so that in the end the total net profit is at least as much. That is to say, the man who earns a net profit of four cents on every dollar of sales and gets ten turnovers a year is making just as much on his merchandise investment as the man who makes a net profit of eight cents and has only four turnovers a year.

From the results reported by drug stores in and around Philadelphia, it is very evident that cut prices do not bring a turnover to justify the lowered margin of profit. To earn a profit on their merchandise investment comparable to that of the usually successful stores, these stores with a lower margin of profit should have a turnover of at least ten, instead of the two and eight-tenths which they reported.

The relation between volume of business and cut prices is discussed in connection with the next table.

2. The expense for salaries was one-sixth less in the successful stores, although the proprietor paid himself just as much. This suggests that the proprietor was able to conduct his business with less assistance, and this no doubt helped to increase the profits of the business because success in the retail drug business depends to such a large extent on personal service. It suggests also that the proprietor of the unusually successful store was able to obtain better results and larger sales from the help which he had.

3. Rent is one-fourth less, proportionately, in the most successful stores. This indicates that better advantage has been taken of the location, or, in the case of the less successful stores, that a location has been chosen which is too expensive for the amount of business possible to be done.

Comparison By Size

An analysis of the results reported by stores of different sizes was made to learn if large stores are more profitable proportionately than small stores. This analysis is especially important to the man who is working to try to increase the size of his business. The stores are classed as typical of those with sales under $20,000, from $20,000 to $40,000, and over $40,000.

	Sales Under $20,000 (Per Cent)	$20,000 to $40,000 (Per Cent)	Sales Over $40,000 (Per Cent)
Sales	100.0	100.0	100.0
Cost of merchandise sold	61.0	64.0	64.5
Total operating expenses (divided as below)	32.0	27.8	24.2
Salaries (including owner's salary)	22.5	19.5	16.5
Owner's salary	15.0	9.5	5.0
Rent	5.5	4.0	3.5
Light	0.7	0.5	0.6

	Sales Under $20,000	$20,000 to $40,000	Sales Over $40,000
Heat	0.6	0.5	0.3
Insurance	0.2	0.3	0.2
Taxes	0.2	0.2	0.1
Interest	Negligible	Negligible	Negligible
Losses on bad debts	Negligible	Negligible	Negligible
Repairs	0.2	0.2	0.2
Depreciation	1.2	1.4	1.4
Delivery	0.1	0.1	0.1
Advertising	0.3	0.6	0.8
Miscellaneous	0.5	0.5	0.5
Profit	7.0	8.2	11.3
	times a yr.	times a yr.	times a yr.
Turnover of merchandise stock	2.6	2.5	2.8

1.—The rate of profit is over 60 per cent greater in the largest stores than it is in the smallest stores. That is to say, as a store's volume of business increases, profits increase not only as a result of this increased volume but, in addition, because of the greater rate of profit in larger stores.

2.—There is little difference in the merchandise turnover of large and small stores. This means that as the volume of business increases, the investment in merchandise increases proportionately; probably the combined result of a wider variety of goods sold and a somewhat larger stock of each item. This also indicates that the typical largest stores do not build their volume to any extent on quick turnover and low margins.

3.—Cost of goods is lowest in the smallest stores, a fact undoubtedly caused to a considerable extent by the proprietor buying merchandise as raw materials and in his spare time manufacturing it into finished products. As the size of the business increases, the time available to do this becomes less and, as a result, he buys many preparations which formerly he made himself.

4.—Salaries decrease proportionately as the size of the store increases. As a proprietor increases the size of his business, he is able to employ his assistants more efficiently. For instance, in a small store, the proprietor himself takes care of the soda fountain, while in the larger stores a boy or girl does the work for $15 or $20 a week. The cost of soda fountain labor is thus greatly reduced.

5.—The typical largest stores pay one-third less for rent than the corresponding smallest stores. Rent is usually a fixed expense; these figures indicate that some proprietors have been able to do more business than others in a given location. On the other hand it is apparent also that the lowest rent is not always the cheapest. A store may do three times the business in a $200-a-month location that it would do in a $100-a-month location.

6.—The largest stores evidently seek business the most energetically because they spend almost three times as much proportionately for advertising. The force of this comparison is seen when it is realized that the typical smallest store, doing, say, $15,000 a year, spends $45 a year, while the typical largest store, doing, say, $50,000 a year, spends $400 a year, almost nine times as much.

Neighborhood, Suburban, Out-of-town and Transient Stores Compared

The table below is of interest to the man who is considering buying a store or opening a new store.

	Neighborhood Stores (Per Cent)	Suburban Stores (Per Cent)	Out-of-town Stores (Per Cent)	Transient Stores (Per Cent)
Sales	100.0	100.0	100.0	100.0
Cost of merchandise sold	61.0	65.0	63.0	66.0
Total operating exp. (divided as below)	31.9	26.9	28.8	23.0
Salaries (including owner's salary)	22.5	19.5	19.5	16.5
Owner's salary	13.5	9.5	12.0	5.5

	Neighborhood Stores (Per Cent)	Suburban Stores (Per Cent)	Out-of-town Stores (Per Cent)	Transient Stores (Per Cent)
Rent	5.5	3.0	5.0	2.5
Light	0.7	0.6	0.5	0.6
Heat	0.4	0.5	0.4	0.3
Insurance	0.2	0.3	0.3	0.2
Taxes	0.2	0.2	0.2	0.1
Interest	Negligible	Negligible	Negligible	Negligible
Losses from bad debts	Negligible	Negligible	Negligible	Negligible
Repairs	0.2	0.2	0.2	0.1
Depreciation	1.1	1.2	1.4	1.4
Delivery	0.3	0.3	0.2	0.1
Advertising	0.3	0.6	0.7	0.6
Miscellaneous	0.5	0.5	0.4	0.6
Profit	7.1	8.1	8.2	11.0
Annual turnover of merchandise stock	times 2.6	times 3.0	times 2.0	times 3.0

The most important variations are in cost of merchandise, salaries, rent, profit and turnover. To the druggist already established, these variations are only of academic interest; they give him an idea of the advantages and limitations of various classes of his competitors.

One store in five reported that they did five per cent or more charge business. The losses from bad debts of these stores averaged one-tenth of one per cent of total sales or about one per cent of charge sales. This loss is lower than that generally reported for other lines of retail business.

For A. Ph. A. Convention

Ambrose Hunsberger, local secretary of the American Pharmaceutical Association for the seventy-fourth annual convention to be held in Philadelphia in September, has announced the organization of the convention committee. The chairmen of sub-committees will constitute the executive committee which will have direct charge of details of the meeting. The committee chairmen appointed are:

Allied professions, John R. Minehart; entertainment, Raymond Hendrickson; finance, O. W. Osterlund; hospitality, M. M. Smith; hotels, B. C. Goodhart; information, J. W. E. Harrison; secretary to general committee, Robert J. Ruth; treasurer to general committee, J. C. Peacock; ladies, Mrs. Ambrose Hunsberger; publicity, (national), R. P. Fischelis; publicity (local), C. H. LaWall: registration, Wm. J. Stoneback; speakers, W. L. Cliffe; sporting activities, R. H. Lackey; veterans, Harry Swain.

Each chairman will select his own committee.

State Permits Continued

The court of Greene County, Mo., which county includes Springfield, has decided to continue permits of druggists to handle intoxicating liquor until January 1, 1927, at which time it is said, all such permits will expire. While a druggist must have a Federal permit to sell liquor on prescription, it is said the Federal authorities refuse to grant such a permit unless the dealer has also a state permit issued by a county court. It was to give all an equal chance that the Court changed its rule.

Mail Order Store Sales

Sales of Montgomery Ward & Co. for May showed an increase of 19.2 per cent over the same month last year, while the May sales of Sears, Roebuck & Co. were 10.7 per cent greater than during the same month last year, according to the June 1 reports issued by the above houses. The Montgomery Ward & Co. total sales for May were given as $14,348,858 and Sears, Roebuck & Co., at $19,339,227.

California Develops Agar Industry

Americans Profit by Discovery Made by Japanese

By DELPHIA PHILLIPS

GELIDIUM seems to be a somewhat general term for several species of red algae from which agar, or agar agar, is manufactured. Gathering and making this seaweed into agar agar is one of the newest industries of the United States. At present it is confined in this country to the shores of California, where, to quote a consular report to the Chemical Department of Commerce from Lower California, "large beds of it grow."

Up to the year 1922, Japan had a monopoly of this product, and Japanese capital and divers at the present time account for 60 per cent of the agar produced in the world. American capital, employing Mexican divers, largely, now accounts for 35 per cent of the total output.

Most persons do not know the uses of this vegetable gelatine, and in fact they are just becoming acquainted with the term agar as applied to the remedial and medicinal uses of this product.

Used in Many Ways

It has almost a multitude of uses, however, being used in paints, candies, pastries, capsules and as a filler for silks and linens. Vegetable isinglass is made of it, and the Japanese manufacture paper windows from it. It is agar that imparts the rustle to silk. Marshmallows contain it, and it enters largely into the manufacture of the toothsome gumdrop. It is even purchased by flour mills. Because of its liquid-absorbing properties—agar will absorb fifty times its own weight of water—it is used as a covering for ammunition, preventing corrosion.

The first effort at manufacturing it in the United States probably was that of a Japanese at Glendale, Cal., who sold his interests to the American Agar Company, now manufacturing agar at San Diego, California.

Gelidium grows only in clear, clean ocean water, and on or among rocks. It is found at Ponta Banda, Nativitad Island and Turtle Bay, Mexico, and up to the present time at San Diego, San Pedro and along the coast southward from Corona del Mar to Laguna Beach, in California. It is a pretty, lacy seaweed, of tints varying from pale lavender to deep purple and from pink to dull red. There also are green and gray shades. All kinds change colors when taken from the water and are green when cooked.

W. E. Naylor, of the American Agar Company, relates that he and his brother found a Japanese gathering gelidium in Mexican waters and bought him out. This was the beginning of the firm, the first to produce agar in the United States. The Japanese entrepreneur was not able to make connections with his own country, so he was willing to give way to the Americans, who succeeded in shipping their harvest of the weed to Japan. At that time no agar was being produced in the United States and for some time all the weed was sent to Japan to be worked up. It is a Japanese product, and was discovered by them doubtless because they did not have animal gelatine on which to depend as we have had up to the present time.

A Gloss for Hair

One of the delicate, thread-like species of the algae is put to a unique use by the Japanese women. This variety is steeped in boiling water, and the hair of these women is dipped in it while the mixture is still hot. It is said it is this custom that produces the remarkable gloss to their hair.

Mr. Naylor found that operation in Mexican waters was almost prohibitive because of the high taxation of the Mexican government, so a search was made for the gelidium in California's waters. This resulted in finding it in sufficient quantities to justify ceasing Mexican operations. A permit is required by the state of California but the industry is not discouraged, but rather **fostered.**

Most of the weed is gathered in the early hours of the morning as there is then less wind. The operations in the locality of Newport Bay, in southern California are probably typical of all. The men live on a small steamboat anchored in the bay and go to the gelidium beds in the tender of the vessel, working along the shore toward Laguna. The engine which propels the tender also provides air for the diver. When the crew returns to the bay with the harvest, the weed is spread out on a small island to dry. When dry it is baled much in the fashion of hay. There is about 100 pounds in each bale. It requires twelve pounds of the fresh weed to produce one pound of the finished product.

Process of Manufacture

When sufficient has been procured and baled, it is taken to the factory at San Diego and there cooked in fifty times its weight of water. It is then filtered and congealed, and the resulting gelatine frozen, thawed, dried and ground. This process removes the soluble starches, and what is insoluble crystallizes and forms the agar. Most persons are familiar with the agar agar sold in drug stores at five dollars a pound, but few know how it is obtained, or where.

The diver is well paid for his somewhat disagreeable but not especially hazardous job. He wears rubber gloves to protect his hands from the sculpins and large eels that may lurk in the bunches of algae. These eels have sharp teeth and a habit of moving their jaws in a grinding fashion not pleasant to victims. Their bite is not dangerous. Sculpins exude a fluid which is irritating and poisonous. Whales sometimes mistake the diver's air bubbles for those made by small fish and swim to the spot with open mouth as is the fashion of the big mammals when feeding. A case has been known where a whale got the diver's rope in his mouth and swam away taking the unfortunate man with him, but such cases are rare.

Committees Preparing For Tennessee Convention

Approximately 750 persons are expected to attend the annual convention of the Tennessee Pharmaceutical Association in Knoxville, July 20 to 22, says Harry Black, of the Chapman Drug Company of that city, chairman of the general entertainment committee. A banquet at Whittle Springs Hotel will end the three-day program.

With Mr. Black on the entertainment committee are George Nichols; E. F. Trolinger, Paul P. Robinson, V. H. Rayburn, O H. Bell, Albert Nuss, M. E. Brown and Fred Clendenin. On other committees are E. C. Shetterly, L. S. Elgin, D. M. Chambliss, W. J. Ellis, A. B. Piper, A. C. Bassett, J. W. Felton, Jr., H. L. Ernest, C. R. Heinrich, and W. J. Schmedekamp.

Pharmacists in Philadelphia To Aid Prohibition Force

Co-operation with the Federal Prohibition Director in enforcement of the Eighteenth Amendment was voiced in a resolution adopted unanimously by the Philadelphia branch of the American Pharmaceutical Association at its May session.

Morton M. Smith, president, was authorized to appoint a committee of three to co-operate with the prohibition director.

A second resolution protested against alleged interference of the government with the medical and pharmaceutical service to the public as proposed in Senate bill 4085, a bill referring to the Harrison Narcotic Act.

Booming the Drug Store Soap Sales

Successful Plans Assembled from Various Sources

By FRANK H. WILLIAMS

A western drug store had a table in the middle of its sales room on which was displayed a case of soap with half the contents dumped on the table. With this there was a placard offering the soap at an attractive price.

Sales of the soap did not come up to the druggist's expectations, however. What was the matter? He questioned a friend, and the friend, who was in the hardware business, made this suggestion:

"I think the trouble is that you haven't enough variety on that soap table. You're appealing to all your customers, who have varying ideas about soaps, with only this one kind of soap. Consequently as soon as those of your customers who favor this kind of soap have made their purchases, your display has lost its effectiveness to a large extent except for the few transient customers who come in and see the display for the first time. I've found, in the hardware business, that my aisle tables sell the most goods when they display a great variety of goods or when the goods shown on the tables are changed frequently. I believe that if you would show a greater variety of soaps on this table, you'd find business increasing satisfactorily."

The druggist adopted the suggestion and put several different soaps on the table, each with a price tag. Right away his sales of soaps increased.

Soap for the Automobilist

A middle-western druggist whose store is on one of the main automobile highways over which there is heavy travel in summer noticed the tourist trade coming to his soda fountain. The idea naturally occurred to him to try to sell additional goods to the tourists while they were in his store.

What additional goods could he sell to the tourist and how could he make the sales of these additional goods?

After thinking the matter over some time, the druggist concluded that the principal thing which the tourist would need to purchase enroute and which he himself had for sale in his store was soap. So he arranged an attractive window display of various soaps and put a price tag on each variety and at the back of the window he placed a large placard reading:

"Good in ALL Kinds of Water.

"These soaps are liked by auto tourists because they are equally satisfactory in all kinds of water.

"You may hit one sort of water one place and another sort some other place, Mr. Auto Tourist. So make sure of having the right sort of soap for all the various kinds of water by buying some of these soaps from us now."

This window display not only helped the store considerably in selling soaps to tourists but it also attracted the attention of local motorists who were contemplating tours and increased the general sale of soaps to the townspeople.

Soaps for Scouring

A western drug store had a splendid reputation for always having the glassware and chinaware at its fountain spotlessly immaculate.

The owner of the store, in thinking about ways and means of pushing his sales of soaps, concluded that in this reputation there was a good suggestion for him. Accordingly he placed a table near the fountain where all customers would be sure to see it, and on this he arranged a display of the soaps and scouring preparations used at the fountain in keeping the utensils and serving articles there in such top notch condition.

Then the druggist placed a placard in the center of this display, stating that the articles were used at the fountain, calling attention to the immaculate condition there and stating further that this condition was the best possible recommendation for the soaps and other preparations offered. Then he urged customers to make their purchases.

This unusual display and recommendation for the soaps attracted much attention, with the result that the sales of these articles increased materially.

Soaps For Various Needs

An interesting and effective window display was staged by one druggist with a showing of the various soaps carried by the store, arranged in groups according to the uses to which they were to be put.

For instance, in one group were soaps intended for the bath; in another were soaps for the face; in still another, soaps for the hands; in another, soaps for house cleaning; and so on. With each group was a little placard about the uses of the soaps in that group, and with each cake of soap was a placard, giving its price.

At the front of the window was a final group containing one cake of soap or can of scouring powder, etc. from each of the other groups. With this was a placard giving the total cost of the articles if purchased separately; also cost if purchased as a group—the latter price being a considerable reduction from the total individual costs. The placard advised the purchase of this final group because it contained a complete assortment of soaps for any purpose at any time.

Most persons do not realize how many different kinds of soaps there are on the market and how many different uses there are for them. Consequently this display attracted a great deal of attention.

A window display of soaps of different colors arranged so to look like a big rainbow attracted much attention in another western drug store. It was staged just after a big rain storm which had been accompanied by a particularly attractive rainbow that had caused much comment. Because of this fact, the display was exceedingly successful.

Bert Strickland, a popular druggist in Denver, Col., in a local advertisement of soap says it requires sixty-four bars of toilet soap to keep the average American family clean. Each person makes one cake of soap last thirty days, according to statistics filed. The figures show that there are 214 different brands of soap used and that five of these brands get 93 per cent of the business. He then mentions a prominent brand of soap as a special sale for the end of the week.

Cigaret Production in April Gains 920,000,000 in Year

The Commissioner of Internal Revenue in Washington has reported that production of large cigars in last April was 509,132,555 as against 493,775,432 in April, 1925; that small cigars were 42,833,120 against 32,967,500; large cigarets, 1,286,350 against 969,000; small cigarets, 6,972,836,250 against 6,048,353,960. Manufactured snuff, however, decreased to 3,284,241 pounds in last April from 3,356,619 pounds in the previous April, and manufactured tobacco, to 30,643,100 from 30,802,443 pounds.

Production of non-beverage distilled spirits was reported as 791,938 gallons for last April as against 779,195 gallons in April, 1925, and production of rectified spirits and wines as 1,604 gallons against 2,246.

Stores Opened for Robbers

The Cox & McGuire drug store in Oklahoma City was robbed recently of $100 when two men forced Patrick Shannahan, an employee, to reopen the store afte he had closed it for the night. A few nights previously Frank Meaver, manager of the Veazey Drug Company, had a similar experience. About $150 was taken there.

Selling a Standardized Price

Another View of the Problem of Price Maintenance

[*The following article, written for Printers' Ink, by Ralph Crothers and published under the head, "Other Ways of Telling Dealers, 'No Price Cutting,'" is reprinted here by permission of* Printers' Ink.—Ed.]

IT has often been said that as long as manufacturers give free deals, special rebates and the like they are not consistent when they wave a big stick over the head of the retailer who cuts prices. Periods of decidedly frenzied merchandising have been followed by equally frenzied price slashing on the part of retailers who used "additional profit" in the form of big free deals to pass on to the customer in the form of cut prices.

I saw a letter from a big Denver druggist to a successful drug specialty manufacturer in which the somewhat surprising advice was given to "cut out the free deals and the cut raters and you will do a tremendous business."

Many manufacturers have recently cut out all free deals or carefully controlled the shipment of free goods, and are in an ever-increasing number of instances selling the idea of standardized prices, rather than scolding and shaking their fists at the retailer who slashes prices. In no business has this general tendency been more marked than in the drug specialty line. It is safe to say that since last November retail druggists have had more statements and announcements of policy on price standardization than in any other previous period. And make no mistake about it, "price standardization" is the new expression, not price maintenance.

Value of Trade Mark

Every druggist has been made familiar with the famous dictum that no cutting of the price will be permitted and the explanation used by many manufacturers to this effect:

"Our reason for this trade policy is because our merchandise is nationally advertised and has a valuable trade-mark, and for which there is a good demand: also to prevent the growing tendency of wholesale substitution. Aside from this, cut-rate goods usually impress the public as being cheap and inferior and fail to secure the best possible results to either manufacturer or dealers. It is our purpose to enforce the policy of a standardized, uniform, fair retail price everywhere."

But it is good to note that this very cumbersome method of saying an obvious thing is being displaced by more logical selling talk. The lawyer with his ungainly phraseology is being aided by the advertising manager who realizes that a standardized price is a thing to be sold like the article itself.

The Norwich Pharmacal Company of Norwich, N. Y., is one of many concerns in the drug field which have stated their position fairly and clearly to the retailers handling their product. After telling how the nation-wide advertising for Unguentine has built a good-will value for its product at the fair price of fifty cents, the company says:

"We have pointed out how ruthless price cutting reacts against the welfare of ourselves and fair-trading dealers. Without any desire to dictate to others how they shall conduct their business, we feel free to announce that Unguentine being advertised to the public at fifty cents per tube—its fair value—it is intended to be retailed at that price; that we consider a cut of more than 10 per cent below the advertised price as unfair and inimical to our interest. Under existing laws, we may not dictate to our customers at what prices they may sell our products and have no intention of attempting to do so; nor do we seek to bind anyone by agreement or otherwise. We do believe that, with the facts before you, your own good judgment will lead you to accord Unguentine and all our products the fair treatment they merit."

Note how the legal aspect of the situation is covered in clear language and the company's policy simply set forth.

Lustrite's Policy

The Lustrite Corporation, too, states its position clearly and simply as follows:

"We are not permitted under the law to dictate the prices at which our preparations shall be sold. In suggesting resale prices, therefore, it is not our intention or expectation to bind any dealer or distributor to sell at these prices, nor do we seek any agreement or understanding with anybody regarding the resale of our preparations. We nevertheless strongly disapprove of the action of dealers and distributors who destructively cut prices on Lustrite preparations.

"It will be our policy, therefore, to exercise our legal right to select as our distributors and dealers those who do nothing in merchandising our preparations that demoralizes our market or injures our good-will."

Pro-phy-lac-tic Brush

The Pro-phy-lac-tic Brush Company goes even a step further in selling the idea of a standard price and like several other companies it acknowledges differences in location and competition by recognizing a minimum price of forty-seven cents as against the suggested retail price of fifty cents. The company starts its announcement with the statement, "We intend to help you make a profit" and after announcing its price policy says:

"On November 2 1925, we adopted a new price policy for Pro-phy-lac-tic tooth brushes.

"In accordance with this policy we suggest what we consider to be a fair price for the wholesaler and retailer, and at that time we announced that we would not sell our merchandise to dealers, whether wholesale or retail, who injure our business by cutting our suggested prices.

"We suggest a resale price of 50 cents for the Pro-phy-lac-tic Adult tooth brush because we believe that this is the lowest price at which the average retailer can sell it and make a fair profit. We realize, however, that the conditions for all retailers are not the same, and we therefore will recognize a minimum price of 47 cents. However, we intend to reserve our legal right to refuse to sell our merchandise to any retailer who sells the Pro-phy-lac-tic Adult tooth brush at less than 47 cents."

The Warner System

William R. Warner & Company, Inc., looks upon the problem of putting over a standardized price as a definite selling job. In full page advertising in publications reaching the retail druggist, this company, the maker of Sloan's Liniment, says: "Every time you sell a bottle of liniment you should make a profit." The company reproduces a piece of its consumer copy running in a list of 400 newspapers and other publications, tells of a field investigation it has made and then points out:

"Half your liniment customers already specify Sloan's. To those who ask merely for 'liniment' offer this standard remedy. It will be accepted without question. It will save you time. It requires no persuasion, no 'selling.'

"And Sloan's is a Warner product. The house of Warner has allowed you ample margin for the profit to which you are entitled. Figure out what it costs you to sell Sloan's and add to that your just profit. Remember that every advertisements says: 'All druggists—35 cents.'

"Thousands of druggists have learned that the public is ready and willing to pay a fair price for

Sloan's. Benefit by the experience of these druggists—make your liniment business profitable."

The Frostilla Company features the words "price standardization" in its trade-paper advertising and points out that thousands of dollars are being spent yearly in advertising to convince the public that Frostilla is worth thirty-five cents and $1. "The cutting of prices," says the company, "has never influenced anyone to use more Frostilla Lotion." The company uses a distinct selling tone instead of an unfriendly warning when it says:

"Every dealer can and should get these full prices. We believe that we are co-operating 100 per cent to help him get his full margin of profit on every sale of Frostilla Lotion. We will continue to give him this earnest co-operation. In return we ask the same fair play."

Colgate's Method

Of all the scores of manufacturers who have come to look upon standardized prices as a selling task, Colgate & Co., are doing one of the most unusual jobs. They have carried their sales story directly into what has always been considered "enemy country". The chain stores have always been known as price cutters. Yet chain store owners are always interested in profits. So instead of talking about its right to refuse to sell distributors who cut to a price which shows no profit on the merchandise, Colgate adopts the directly opposite approach. In a publication read by chain-store executives it talks about the 509 per cent profit made in one chain store's sales on its nationally advertised Ribbon Dental Cream. It says nothing about unfair tactics, ruinous price cutting nor any of the well-known shibboleths. It sticks to its story of profits and offers to send on request the name of the chain store which on a $96 average investment made a gross profit on the large size of $429 and $603.72 on the medium size tube, or a total profit of $1,032.72 on the annual turnover of both sizes.

"It proves," the copy concludes, "that the Colgate line, at a standardized price, assures a handsome profit; that price cutting is not necessary to secure a profitable business in the chain store. Compare these profits with those on a similar line of merchandise, sold at cut rates."

Thus "standardized price" has taken the place of the much-discussed "price maintenance."

The situation at the present time offers interesting possibilities for good salesmanship on the manufacturer's part.

As Hudnut Sees It

As G. A. Pfeiffer, president of Richard Hudnut points out, the forty-five-year selling policy of the company as a result of which it refused to sell dealers who cut prices because it considered the practice unfair to its good-will, was questioned three years ago by the United States Government. The company stated its policy frankly and last June the court sustained its policy. But court decisions on certain phases of the price question are to the effect:

"That agreements between manufacturer and retailer to maintain retail prices are in violation of the Sherman Anti-Trust Law.

"That having purchased a product, the retailer may sell such a product at any price he chooses or give it away."

"This situation," says Mr. Pfeiffer, "at least divides the responsibility for the present price cutting condition between manufacturer and retailer. The present almost chaotic price situation in some sections has rightly aroused the retail trade, especially those dealers who do not feature goods at cut prices to draw consumers to their store, hoping thereby to sell other items returning a larger profit without any regard to the great damage done to the goods, the prices of which have been cut.

"We reserve the right (which we undoubtedly have) to refrain from selling dealers who resell our goods below our suggested prices."

The modern method of selling the retailer the idea that sound profits and local good-will come from merchandising goods at a price the public considers logical, seems the only present solution in every industry unless and until legislation to legalize price maintenance is passed.

In the meantime many industries will observe with interest the earnest efforts now being made by the progressive group of manufacturers in the drug field to advertise the standardized price into general retail acceptance.

Pharmacy Degrees Granted By Columbia University

Nearly 5,000 students were graduated from Columbia University last Monday afternoon at the commencement exercises held on the campus.

Candidates of the College of Pharmacy, who were presented by Dean H. H. Rusby, were the following: Bachelor of Science — Alexander E. Braff, Ph. G. '24, Ph. C '25; Mrs. Emma H. Hutchinson, Ph. C. Tenn. '14; Edward Staloff, Ph. C. '20. Pharmaceutical Chemist, Joseph Alfieri, Marguerite C. Dimler, Rudolf Hauck, Fred Levin, Samuel Liberman, Joseph Miale, John Sabella, Peter Triolo, Philip Trumpler.

Sunday Closing For Druggists

Commencing on Sunday, May 23, the drug stores of Charles City, Iowa, closed their places of business at 1 P. M. to stay closed the remainder of the day. Previously, the stores were open all day Sunday until late in the evening.

Three Licenses Revoked

The Val-O-Chemical Company, of Decatur, Ill., and two perfume manufacturers in Chicago, have lost their licenses by revocation by E. C. Yellowley, district prohibition administrator, for alleged violation of prohibition regulations.

Governor Recalls His Ouster Order

Revoking his ouster of May 12, Governor William J. Fields of Kentucky has ordered J. Jeffries Goodwin and William J. Votteler, members of the State Board of Pharmacy, to appear before him on July 15, to answer to charges of improper and unbecoming conduct. The ouster order had declared the offices of both men vacant.

Suit is now pending in the Franklin Circuit Court to test the Governor's authority to arbitrarily remove the two members. The Governor has announced he will continue efforts to force Edward Bloomfield from his position as attorney for the board.

The Governor charged that Messrs. Goodwin and Votteler assisted in organizing a committee of druggists to pay Mr. Bloomfield for instituting and prosecuting a suit testing an act that imposes a tax of 50 cents a pint on prescription whisky.

Chemical Manufacturers' Outing

Members of the Synthetic Organic Chemical Manufacturers' Association will have their annual outing at Briarcliff Lodge, Briarcliff Manor, N. Y., on June 10 to 12. The board of governors will have a meeting, and there will be golf, tennis, quoits, baseball and other sports under the direction of a committee headed by F. P. Summers.

Will Discuss Window Advertising

Samuel C. Dobbs, once president of the Coca-Cola Company and also once president of the Associated Advertising Clubs of the World, will speak on "Building a Business With Window and Store Displays" at the twenty-second annual convention of the Advertising Clubs which will be held in Philadelphia on June 20 to 24.

Persia as Market for Proprietaries

Laxatives and Opium Most Common Remedies for All Maladies

By GEORGE GREGG FULLER*
United States Vice Consul, Teheran

THERE is little manufacture of medicinal preparations in Persia except for a few products made in the homes or in small drug shops as they are required, but many crude drugs and herbs are used by the nomad tribes and to a lesser extent, by the settled population. Not only are many herbs used as laxatives, but much of the well water has this property. Along the Persian Gulf, ordinary drinking water is so strongly laxative that no foreigner can drink it. A considerable quantity of castor oil is also crudely produecd.

If a laxative is not taken, the usual remedy for all illnesses is opium, either eaten or smoked. It is cheap and obtainable everywhere, and does not seem to have as bad an effect on Persians as on Europeans. A large part of the population uses a small quantity of it each day.

In the import statistics of Persia medicinal and pharmaceutical preparations are listed under the heading "Other drugs" which includes all medicinals except saccharine, gums and morphine. During the year ending March 31, 1925, the total value of "other drugs" imported was $400,352.

Their Own Doctors

The people in general are not accustomed to taking medicines, and probably more than 90 per cent never have taken anything except what they themselves have prepared. Disease is quite common. Most of the population suffers from trachoma. Great numbers are infected with sexual disease. Fevers of all kinds are prevalent, especially in the Gulf region. Malaria is almost universal and there are epidemics of dengue and sand-fly fevers, as well as yearly epidemics of cholera. Consumption also is prevalent.

The climate in the south and in the northern lowlands is very hot. The rest of the country has hot summers and cold winters. The nomad tribes migrate and keep always in a good climate, but the remainder of the population is greatly affected by the weather.

In the few cities are excellent American and European physicians and surgeons who usually are missionaries. There also are some foreign-trained native doctors.

Price Regulation

In entering this market an American or European agent who is well established should be selected. Stocks should be small and well assorted, as the price at which an article is sold depends on the stocks which are known to exist. Native merchants will not sell at a fixed price, but will hold an article for years in order to make a large profit rather than to sell it promptly for a moderate profit. This is caused by the difficulties of transportation making quick turnover impossible. When stocks are low, large profits are possible, but when it becomes known that a large shipment has arrived, the articles must frequently be sold below cost. No credit should be granted unless the firm is very well known. A deposit of 25 per cent to 40 per cent should be required with each order and the balance on arrival of the goods.

Containers should be small, as price is an important item. The appearance of the container will have some effect on its sale, and the label should be a clear, promi-

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**Report made to the Department of Commerce and issued by the Bureau of Foreign and Domestic Commerce in its series on World Trade in Prepared Medicines.*

nent, pictorial character which the natives can comprehend and remember. Most of the population can not read, so there is no necessity of having labels in Persian, and to many even a picture is difficult to perceive.

Special Packing Needed

Special packing is very necessary because of the long and difficult routes. The climatic changes should be borne in mind, if such would affect the preparation. The weather in the Persian Gulf is very damp and extremely hot, while the mountain passes are filled with snow for many weeks of each year.

No advertising in this line of goods is carried on in Persia. Pictorial advertisements in shops would assist to build up a steady demand, but the demands and purchasing ability of the population are so small that it would not be profitable to go to any expense.

The import duty is 12 per cent ad valorem. Importation of morphine, cocaine, saccharin and derivatives from these drugs is forbidden except on special authorization of the Government for a definate quantity. The British and French pharmacopoeias are in general use.

Figures of Imports

During the year ending March 21, 1925, total importations of saccharin and saccharine products were $360; of morphine, $253; and of cocaine $181. Importations of "other drugs" from the United States in the fiscal years ending in 1913, 1923, 1924 and 1925 were respectively $55. $872, $2,244 and $5,927. From the principal sources they were for the same periods: Great Britain, $31,653, $33,603, $106,734, $95,887; India, $63,929, $100,241, $99,094, $90,094, $90,504; Germany, $66,271, $55,212, $66,933, $74,160; France, $11,254, $55,863, $76,378, $71,760; Russia, $48,052, $13,372, $9,366, $31,079; other countries, $25,887, $42,941, $29,991, $31,045.

Although the share of the United States in this trade is not great, it has increased steadily since 1913. Almost one-half of the total importation is supplied by Great Britain and India.

Friendly Toward America

In theory Persian merchants seem to prefer to do business with the United States rather than with any other country. The only drawback is his unfamiliarity with American products. A certain market of limited extent appears to await development. The need for medicines is great, and the pro-American sentiments of the people should overbalance the shorter transportation on such goods coming from England and the Continent.

An American firm already established should be made agent, or, if this is not possible a European firm. The market is not large enough to warrant the expense involved in marketing one product but a line of prepared medicines, supplied in moderate shipments, should be able to develop a good market.

A. Ph. A. Branch Ends Season

The Baltimore Branch of the American Pharmaceutical Association held its last monthly meeting of the season in the Emerson Hotel, Baltimore, on May 25. Dr. Robert P. Fischelis, of Newark, N. J., president of the Drug Trade Bureau of Information, spoke on "Pharmacy's Message to the Public" and the delivery of the message through the bureau. Songs were sung by Mrs. Mamie R. Rysanek Toula. Robert L. Swain, president of the branch, occupied the chair.

Drug Employees' May Party

The annual May party and dance of the Eastern Drug Employees Mutual Benefit Association, Boston, was held on May 21. On the executive committee were Misses Esther Lever, Elizabeth Sibley, and Madeline Courtney, Russell Spurr, John F. Miller, J. A. McGowan, Robert Hearn, and William H. Robertson.

Manufacture of Liquid Chlorine

First Produced Electrolytically in America in 1893 *and now Widely Employed to Purify Drinking Water*

THE manufacture of liquid chlorine is a small industry, but it is of first importance to the health and the military preparedness of the nation. According to E. D. Kingsley (*Chem. Markets*), the present productive capacity is far in excess of all available outlets. The growth of the industry to date has been largely due to liquid chlorine replacing chlorine for bleaching powder. The future of the industry lies in pure and applied research. American and Canadian sanitation with liquid chlorine is in advance of the best European practice, although Europe had liquid chlorine eighteen years before it was first made in America.

The important dates in the history of liquid chlorine are set forth by Mr. Kingsley, as follow: Discovery of chlorine by Scheele, 1774; production of first chlorine bleaching agent (the gas dissolved in water), by Berthollet, 1785; production of bleaching powder by Tennant, 1799; first known liquefaction of chlorine by Northmore, 1805; first production of chlorine gas by electrolytic decomposition of fused salt by Sir Humphrey Davy, 1807; discovery as an element and application of the name "chlorine" by Sir Humphrey Davy, 1810; discovery of laws governing the action of the electric current on salt solution by Michael Faraday, 1833; first patent (English) covering electrolytic production of chlorine and caustic soda by Watt, 1851; first commercial manufacture of liquid chlorine by the Badische, 1888; first commercial manufacture of electrolytic chlorine by the Griesheim-Elektron Co., 1890; first American production of electrolytic chlorine in 1893 by an organization subsequently known as the Electrochemical Co., at Rumford Falls, Maine.

At the present time, liquid chlorine is used in all cotton textile bleaching operations: upwards of 70 per cent of all bleached pulps are now bleached with it; and over 6,000 cities and towns in the United States and Canada now use it for the chlorination of drinking water, sewage, swimming pools and beaches, garbage odors and other sanitary purposes. It is also employed in the manufacture of military gases, dyestuffs, solvents, disinfectants, insecticides, tetraethyl lead, aluminum chloride, in ore extraction, in the treatment of boiler and condenser waters, in bromine manufacture, in the treatment of petroleum products, manufacture of synthetic hydrochloric acid, and chlorinated natural gases.

Some of these chlorination products are only just beginning to find their place in commerce. Paradichlorbenzene, has found use as an insecticide and disinfectant and is being used as the source of a dyestuff intermediate, dichloraniline. Its closely related products, monochlorobenzene, is an interesting and valuable solvent, but it finds its main use by nitration into dinitrochlorobenzene, one of the main raw materials of sulphur dye making. As from benzol, so from toluol, the number of chlorine products constantly increases. Benzaldehyde, benzoic acid and sodium benzoate are examples, while chlorsulphuric acid, sulphuryl chloride and phosgene become increasingly important as products of sulphur and chlorine.

—Reports from London indicate that market is recovering from the effects of the recent strike. Higher prices are being asked for glycerin. Antimony is easier. Heavy chemicals are quiet, but steady, with prices holding firm.

Scholarships in Pharmacy Colleges

Seventy Recorded as Distributed Among Thirty-Six Schools

By ZADA M. COOPER
Secretary-Treasurer, American Association of Colleges of Pharmacy

INABILITY to answer some questions asked by a foreign organization about scholarships in colleges of pharmacy in the United States prompted an investigation.

It was a pleasure to find that considerable is being done, but it is obvious that more ought to be done.

Eight teaching fellowships and twelve research fellowships were reported. These represent, possibly, the expenditure of $13,000 annually, maintenance being about equally divided between the institutions and business firms.

There are seventy scholarships distributed among thirty-six schools. These are supported by the states, business firms, individuals, state associations, fraternities and other organizations. What sum these scholarships represent, it is impossible to say because many of them are in terms of tuitions for which amounts are not given. At a rough estimate, it may total $7,000.

Rewards of Merit

Without exception, the scholarships are the reward of merit on the part of the student, though quite frequently the financial need of the individual is taken into consideration. Occasionally a competitive examination is given but more often the award is made to second-year or third-year students on the basis of grades made in their regular work.

Aside from these fellowships and scholarships, a few schools employ one or two part-time graduate assistants who are working for advanced degrees. Perhaps they might properly be included under the head of fellowships. The naming of these funds does not seem to be very specific, especially of scholarships and prizes. Sums as small as $30 are listed as scholarships and sums as large as $35 being called prizes.

No attempt was made to determine the number or value of prizes. However, there are many of them, a considerable proportion being given at graduation but not nearly all.

More Scholarships Needed

It seems to me there ought to be many more scholarships and fellowships. Men and women interested in pharmacy and possessed of wealth could use it in no better way. Deserving undergraduates should be encouraged and especially graduate work should be encouraged.

How the number of scholarships and fellowships can be materially increased, I am not prepared to say. Each institution would have to set about it in its own way, the way which would be best suited to the community and its possibilities. It does occur to me that we all have state associations. Each state association could well afford to maintain several scholarships at its own state college. Nearly all colleges have fraternities and though I realize that many of them have launched into building programs that will keep them in debt for years to come, I believe they should be urged to establish such scholarships.—*Journal of the A.Ph.A.*

Too Much Drug Store Music

Residents of Oklahoma City, living near the Pinney Drug Company's store in Walnut street, have raised a protest against a negro orchestra playing in the store at night. Complaints also have been lodged with the city attorney and commissioners against the noise of automobilists honking for curb service from the soda fountain.

World's Supplies of Edible Oils

Potential production of edible oils throughout the world for 1925 was apparently larger than in the preceding year, but a balance may be struck between increases in world cottonseed oil production and a decrease in other edible oils, including that from sunflower seed, says the United States Department of Agriculture. The department also notes that there was a heavier world consumption of these products during the year. Prices, however, declined.

The department says there is a large demand for vegetable oils for industrial and technical purposes other than oil production. Substitution of vegetable oils for animal products, it says, is governed almost wholly by relative price levels.

Indications are that the world production of coconuts and soya beans for 1925 was about equal to or slightly smaller than that of 1924, while olive oil production was definitely under that of 1924. A large crop of peanuts in India, the largest peanut producer, probably offset decreases in that crop in other countries. Increased corn production in 1925 increased the potential supply of corn oil, although that did not necessarily mean an increased production of corn oil.

World production of cottonseed in 1925-26 is estimated to be 12 per cent greater than for 1924-25. In the United States the estimated production is nearly 20 per cent greater than for the preceding year.

Sunflower seed production in Russia, the leading producing country, is estimated by Russian authorities to have increased 100 per cent in 1925 over 1924. World flaxseed production for 1925, exclusive of India, was about one-fourth greater than in 1924. Argentina was the largest single factor in the increase, with Russia a secondary factor. Production of coconuts in 1925 is believed to have been slightly larger than in 1924. Production of hempseed was much greater. Russia, the most important producer, reported an increase of 254,000 short tons, or 69.7 per cent above 1924.

Local Organization Formed By Druggists at Hazleton

Hazleton, Pa., is the center of a local organization known as the Associated Druggists of Hazleton and Vicinity. The officers are: President, Sterling Griesing; vice president, Bruce M. Hicks; secretary-treasurer, Ray J. Quigley; directors: Earl Henwood, Guy Murmaw, C. A. Welsh, R. A. Seitzinger and L. G. Wetteran.

One object of the new association is to increase the prestige of pharmacy in the eyes of the medical profession and to co-operate with physicians in public health activities.

Druggists of Rhode Island To Have Two-Day Outing

The Rhode Island Pharmaceutical Association is to have a two-day outing at Narragansett on June 22 and 23.

This will be the beginning of what the association expects to make an annual feature of its program. John J. Finnegan, of Providence, is chairman, and C. A. Jefts, of the George L. Claflin Company, No. 70 South Main Street, is in charge of the contribution of prizes.

Robbers Make Clerks Help And Then Leave Store

As H. C. Mason and Wayne Clement, clerks in the Stoneleigh drug store in Dallas, Texas, were about to drive away in their automobile after having closed the store for the night, two robbers with pistols forced them to reopen the store, open the safe and then drive away.

The robbers got $275, $100 of which belonged to a branch post-office in the store.

Eighty-Three Graduated By Massachusetts College

At its fifty-eighth commencement, held in Boston on May 25, the Massachusetts College of Pharmacy conferred the degree of Graduate in Pharmacy on seventy-nine candidates and that of Pharmaceutical Chemist on four candidates. The candidates were presented by Dean Theodore J. Bradley and the degrees were conferred by President William H. Glover. Howard Loring Reed, of Brockton, delivered the valedictory address.

John H. Godding, treasurer of the college, announced the awards of prizes, each consisting of a nomination to the American Pharmaceutical Association and the first year's dues, as follow: Professor La Pierre's prize in pharmacy, awarded to Robert A. Repetto, of Somerville; Dean Bradley's prize in analytical chemistry, to Miss Ruth E. Johnson, of Waltham, Treasurer Godding's prize in organic chemistry, to Joseph H. Seligman, of Roxbury, and President Glover's prize in materia medica, to Miss Irene L. Fugere, of Brookline.

For Light Wines and Beer

Druggists of Kern County, California, voted unanimously at a meeting in Taft that in their opinion a change should be made in the prohibition law to permit the sale of light wines and beer, these to be handled through Government wholesale houses and not by drug stores.

Fined on Charge of Assault

W. M. Groh, proprietor of a drug store in Kansas City, Mo., was fined recently for assaulting B. L. Clark, traveling auditor of the Business Men's Protective Association of Oklahoma City.

Iowan Burglars Uncommon

Thieves looted the Stone drug store in Floyd, Iowa, recently of watches, rings, fish poles and tackle. W. E. Stone, the proprietor, had just been on a fishing trip. Five hundred pennies were stolen from the cash register of the M. Kirschbaum drug store in Sioux City.

Business Notes

—The production of creosote oil in Germany approximates 400,000 metric tons a year. The 1925 exports of heayy coal-tar oils, including creosote, amounted to nearly 161,000 tons, which was a 300 per cent increase over 1924.

—The India cotton crop for the current year is estimated to total 5,053,000 bales of 478 pounds each, according to a recent report. The crop last year was 5,097,000 bales.

—The demand for ethyl acetate is reported fair with the market holding steady. Quotations are unchanged.

—Cottonseed oil is reported to be holding well at recent advances in first hands. Dealers expect a firm market to remain current for some time to come.

BALTIMORE MARKET PRICE CHANGES

Prices given here represent changes made by Muth Brothers & Company, Baltimore jobbers, effective as of May 28. They are, obyiously, subject to change without notice.

Acid Citric, Cryst., kegs, per ℔.	.50—
25 lbs. per ℔.	.55—
5 lbs., per ℔.	.58—
Menthol, Cryst., 5 ℔. cans, per ℔.	6.00—
lbs., ea, 6.75 ¼ lbs. per ℔.	7.25—
Coumarin, per oz.	.32—
Vanillin, per ℔.	9.50—
Ounces each	.64—
Castoreum, per oz.	1.50—
Insect Powder, pure, per ℔.	.50—
Half-Stems, per ℔.	.40—
Fish Berries, per ℔.	.22—
Styrax, Liquid, per ℔.	1.20—
Balsam Tolu, per ℔.	2.00—
Cantharides Russian, Powd per ℔.	1.50—
Acid Stearic, per ℔.	.30—
Vanilla Beans, Whole—Prime per ℔	6.50—
¼ lbs., per ℔. 8.00 ozs. ea	.75—
Extra Choice, per ℔.	8.50—
¼ lbs. per ℔	10.00—
ozs. each	.90—
Cuts, per ℔.	6.00—
¼ lbs. per ℔. 7.20; ozs ea	.60—
Glycerin, 50 ℔ cans, per ℔.	.33—
10 lbs. per ℔. .38; As wanted per ℔.	.44—

Philadelphia College Holds Convocation

At the final convocation of the students of all classes and departments of the Philadelphia College of Pharmacy and Science in the College auditorium, the program was in charge of Professor Adley B. Nichols.

Leo G. Cordier, faculty manager of athletics, presented awards to the college basketball and track men. He praised the members of the two teams and especially commended the members of the girls' basketball team. He then presented gold basketballs to S. T. Evans, J. V. Granahan, P. C. Tigue, W. F. Van Horn, E. Nardone, I. H. Yingst, A. E. Wickham, and A. L. Lochter. To W. S. Brinsfield, captain of the track team, a gold track shoe was awarded, and the following got sweaters and college letters: E. Nardone, J. F. Cobello, G. E. Miller, E. C. White, E. Wilkins, Jr., and J. J. Augustine.

Harold Wright, of the senior class in pharmacy, sang three solos and George T. Bennett, senior class president, presented the college with a large electrical clock given by the class. Dean J. H. Sturmer, of the School of Science, responded with a speech of acceptance on behalf of the college.

Misses Pauline E. Pipkin, Genevieve D. Slaughter, Lillian Zessman and Dorothy Whalen, on behalf of co-eds and alumnae, then presented the college with a silk banner of blue and white, the college colors, and bearing the college seal. Miss Pipkin made the presentation speech. Dean Charles H. LaWall responded.

C. A. Williams, editor-in-chief of *The Graduate*, which is the senior annual, presented a copy of the book to Professor E. J. Hughes, to whom it is dedicated. Professor Hughes responded.

Tri-State Rexall Club Meets in Salt Lake City

"Creating and Maintaining the Popularity of Your Toilet Goods Department," was the subject of addresses by Joe Felts of Wells, Nev., and Gene Carr of Ogden, Utah, who spoke before Rexallites of Utah, Nevada and Idaho at a convention of the Rexall organization in Salt Lake City recently. Other speakers were H. H. Peterson, of Richfield; Wynn Eddy, of Brigham City; Platt Williams, of Mackay, Idaho; J. A. Hansen, United Drug representative in Idaho, Utah and Oregon, and George A. Wilson, secretary of the International association of Rexall clubs.

At the end of the convention, the visitors were entertained at a banquet given by the United Drug Company. The program included community singing, music and dancing.

Druggist or Not Druggist? Louisville Has a Debate

Louisville, Ky., has a controversy as to whether a druggist is not a druggist. The Retail Druggists' Association there has taken the newspapers to task for referring to John Marcum as a druggist.

Mr. Marcum was a prohibition raider and is owner of the West End Pharmacy at Fortieth and Chestnut streets, but he is not a pharmacist. He was arrested recently on charges of being implicated in a whiskey robbery, charges which he denies.

The local association argues that he is not a druggist, as he is not a pharmacist and is not a member of the association. However, he is in the drug business.

At Virginia Medical College

Nearly 150 graduates in the four schools of the Medical College of Virginia, Richmond, Va., have been announced by Dr. William T. Sanger, president. They are from schools of pharmacy, medicine, dentistry and nursing.

London Correspondence

Drug Market After Strike

Price Tendency Somewhat Easier and No Rush of Orders

During the general strike, which lasted from May 4 to May 12, business in drugs and chemicals was naturally quiet. It must not be supposed, however, that business was at a standstill, as with the aid of volunteers it was possible to move goods in a surprising way. I should say the amount of business in this trade was reduced by about one-half, while the strike lasted. The heavy chemicals trade was impeded by the lack of transport to a much greater extent than was the trade in fine chemicals. When the general strike was declared off, there was no great rush of business, but manufacturers and dealers set about delivering the goods which had been held up, and there has been no rush of new orders since. Business is not yet normal by any means, and so long as the trouble in the coal trade remains unsettled, the return to normal conditions is not possible.

It is extraordinary how small an effect the strike has had on prices; if anything, the tendency is somewhat easier, which is natural in view of the fact that for the best part of a fortnight consumption was much diminished.

In crude drugs one of the few features has been a spurt in the demand for camphor, and prices have moved up in consequence. Japanese refined is now quoted three shillings and fourpence per ℔ for slabs in which business has been done; crude is also dearer at two shillings and eightpence halfpenny. Cod liver oil has fluctuated, in the earlier part of the month the demand was extremely slow and the fishing results were good; the consequence was that prices receded and finest non-freezing Norwegian was obtainable at one hundred shillings per barrel c. i. f.; later, however, the demand improved and prices began to move up; at the time of writing the general quotation is one hundred and ten shillings c. i. f. Makers of glycerin have advanced their prices by five pounds per ton. In vegetable drugs there has been little improvement and prices are as they were before the strike. Matto Grosso ipecacuanha is dearer, fourteen shillings and sixpence per ℔ being wanted.

In essential oils, business has been of an unimportant character and prices have had a distinctly easier tendency. Lemon oil, for instance, is now offered down to eight shillings per ℔ and bergamot oil at twenty-five shillings. French oils have declined in sympathy with the French exchange and good lavender oil is available at eighteen shillings per ℔, a substantial reduction since the beginning of the season. American peppermint oil is not attracting much attention at the moment and Japanese peppermint oil is fairly steady at about ten shillings per ℔. Menthol is neglected at about nineteen shillings per ℔.

Business in fine chemicals and synthetic products has been of a retail character. Mercurials are firm and in view of the firmness of quicksilver an advance is not unexpected. Acetanilide, aspirin and bromides and articles of this character are fairly steady. Citric and tartaric acids are still suffering from the effects of the cold weather. Little business is being done in these articles and prices at the moment show no tendency to move upward.

Jennie: What are you knitting, Marjory?

Marjory: Some things to cheer up the boys.

Jennie: Why, the war was over long ago!

Marjory: This is a bathing suit for me, my dear.

—Burtt's Box Bulletin.

Letters to the Editor

Warning to Druggists

To the Editor:

One of our former sales representatives, Mr. C. O. Payne, has been issuing checks for small amounts, usually $1.50 to $4, drawing them on the First National Bank of Chicago and signing them as C. O. Payne or C. O. Payoul. These have all been returned marked "no account."

This man left our employ without notice on May 5 and since that date we have had letters from several retail druggists and newspapers in Indiana, Illinois, Kentucky and Missouri telling us that they had cashed his small checks on the strength of his connection with us, for he always presents a business card as our representative.

Will you kindly issue a warning through the columns of your good paper to all druggists about this?

Thanking you in advance, we are

Yours very truly,
END-O-CORN LABORATORIES,
G. L. Newitt, Secretary.
Chicago, May 26, 1926

Uses the Question Box

To the Editor:

I wish to thank you for the information I received today replying to my queries concerning saponin and acetone.

LENOX B. RIDDLE,
Suffolk, Va., May 26, 1926.

Drug Order Twenty Years Late

After lying in the postoffice in Asbury Park, N. J., twenty years, an order for drugs written on a postcard and marked "Rush" has been found. It was addressed to a wholesale drug house in New York and signed by W. R. Ham, then a clerk in the late Dr. H. S. Kinmouth's drug store, which no longer exists.

Obituaries

A. J. Kirkpatrick, a pioneer druggist in Oklahoma City, died suddenly there on May 20, being stricken with apoplexy when driving with his wife. He had been in poor health some time, but his condition had not been considered serious. He was born in Ohio, moved first to Illinois, then to Kansas, and finally in 1892 to Oklahoma City. He opened his first drug store at Main street and Robinson avenue, later moved his business to property he owned near the present site of the Fidelity National bank, and in 1920 built a new store at No. 622 North Robinson avenue.

John B. Cary, 79 years old, a retired druggist in Louisville, Ky., died on May 24 in the Norton Infirmary of a fractured skull suffered three days previously when he was run down by an automobile. He was a son of John Cary, pioneer wholesale druggist of Louisville. He operated a drug store many years but retired to become representative of the Childers Electric Company. He was unmarried.

John J. O'Neill, proprietor of a drug store in Boston, and for 15 years previously in the same business in Cambridge, Mass., died on May 19, his 51st birthday, at his home. He was ill eight months. He was born in St. Johns. N. F. He is survived by a wife and four children.

Hermon N. Kimball, president of Kimball Bros. & Co., Inc., of Enosburg, Vt., manufacturers of proprietary remedies, died on May 12.

John Frederick Kiadaisch, Jr., a prominent druggist, in Keokuk, Iowa, died suddenly there recently, his death resulting from the aftermath of influenza suffered in the winter. He is survived by his wife, six children and two grandchildren.

H. H. Copeland, of Florence, Ala., prescriptionist in a drug store there, died in Birmingham on May 20. He is survived by his wife and three children.

A. T. Smith, 43 years old, a druggist in Bristol, Va.-Tenn., died on May 24 in his home after an illness of several months due to a complication of diseases. He is survived by his wife.

Wagoner McCarthy, 23 years old, a drug clerk in Lynchburg, Va., was killed in an automobile collision near Gretna, thirty-five miles south of Lynchburg. Two others who were in the car, including a young woman, were injured.

A. E. Den, a druggist of Los Angeles, Cal., was instantly killed near Ventura when the closed car which he was driving crashed into a heavy truck. Another member of the party was killed and two others were badly injured.

Mostly Personal

Eastern States

—Charles Stover, a druggist in Cambridge, Mass., addressed the Kiwanis Club of that city recently on a trip to Guatemala and Honduras which he made.

—Max Fried, of Newark, will preside at the annual convention of the New Jersey Pharmaceutical Association which will be held in Atlantic City on June 8 and the three succeeding days. Ambrose Hunsberger, of Philadelphia, an assistant prohibition administrator in that district, will be one of the speakers.

—Max Rosenberg, of Oil City, Pa., who has just been graduated as a Doctor of Pharmacy from the college of Pharmacy of Columbia University, was the winner of the Isaac Plaut fellowship providing for a year of study at the university and also of the gold medal for the student receiving the highest average in chemical work.

Southern States

—Mrs. Charles Rhodes, of Newark, Del., entertained the Wilmington Chapter of the Woman's Organization of the National Association of Retail Druggists at her home on May 19.

—Dr. E. F. Kelly, permanent secretary of the American Pharmaceutical Association, resident in Baltimore, attended the sessions of the American Druggists' Fire Insurance Association in Cincinnati, Ohio.

—William M. Thomas, a druggist in Salem, Va., is to marry Miss Mildred McLaughlin, a musician and the daughter of Mr. and Mrs. M. McLaughlin, of that place. The wedding will take place late this month.

—Cecil Steward, of Tulsa, Okla., recently elected president of the Oklahoma Pharmaceutical Association, was chief guest of the Cosmopolitan Club of Oklahoma City at a recent luncheon. Other guests from the same profession were Nels Darling, of Chicago; Dr. Edward Plaut, of New York; and W. H. Grey, of Hydro, Okla.

—Elmer Kramer, of the Kramer and La Due drug store, Hannibal, Mo., and Miss Mary Virginia Jones, of Denver, Col., were married in Pittsfield, Ill., on May 11.

—Irving Kunz, a pharmacist in St. Louis, and Miss Edna Melzer, of Cape Girardeau, Mo., were married on May 26 at the home of her parents.

—Robert B. Culpepper, pharmacist in the Kendall drug store in Meridian, Miss., and Miss Inez Covert were married in that city on May 22.

—T. L. Wagner has purchased an interest in the Hillcrest drug store, Little Rock, Ark., recently bought by Thomas Paisley and Harold Lawson, of the Paisley-Lawson Drug Company, from J. E. Hines and Purcell Smith. A fourth associate in the venture is Charles W. Owens.

—R. M. Byas, who was manager of the Braselton-Smith Drug Company in Weatherford, Texas, has gone to Mineral Wells to manage one of the Glen Johnson drug stores. His place has been taken by Howard Potter.

Middle-Western States

—E. J. Merrill, principal owner and general manager of the E. J. Merrill Drug Company in Ironton, Ohio, recently celebrated his fortieth anniversary with that concern which he entered in 1886 when it was the Ball-Warfield Drug Company and of which he obtained control four years ago.

—Ray Graves, manager of the Graves drug store in Beloit, Kan., is recovering from a nervous breakdown caused by overwork.

—Harry G. Schmuelling, of Cincinnati, and Frank Schwilk, of Dayton, have been appointed delegates of the Ohio State Pharmaceutical Association to the convention of the National Association of Retail Druggists in Philadelphia in September. Delegates to the convention of the American Pharmaceutical Association in the same city will be elected at the state convention at Cedar Point next month.

—Byron L. Shaw, engaged in the retail drug business in Adrian, Mich., sixty-two years, has sold the greater amount of his stock in the Hart-Shaw-Miller Drug Company, operating three drug stores there, to Charles G. Hart, of the same company. Mr. Shaw is eighty-three years old.

—Carson Porter has been elected president of the Rockford Retail Druggists' Association, Rockford, Ill., and C. Willis Olander has been elected secretary.

—Mrs. L. J. Will has been elected president of the Milwaukee (Wis.) Chapter of the Woman's Organization of the National Association of Retail Druggists. Other officers for the year are: Mrs. E. Manhaidt, first vice president; Mrs. E. G. Raeuber, second vice president; Mrs William Landeck, third vice president; Mrs. A. Neumeister, recording secretary; Mrs. Theodore Bakke, corresponding secretary; Mrs. J. J. Possehl, treasurer.

—George Loepfe, proprietor of a pharmacy in Milwaukee, Wis., is touring California with his family. Word received from him by friends in Milwaukee is that they are having a wonderful trip.

—Mrs. Tillie Druehl, widow of Frank August Druehl, druggist, has filed a petition in Salt Lake City, Utah, asking that she be appointed administrator of his estate, valued at $187,531.

Western States

—Frank S. Ward, of Portland, Ore., has been reappointed a member of the State Board of Pharmacy by Governor Pierce.

—Toney Prior, proprietor of Prior's Pharmacy, San Francisco, will have to build a house for his trapshooting trophies if he persists in winning them. He recently won the largest tournament of the kind ever held in the west and has since won first honors in a shoot of the Golden Gate Gun Club.

—Samuel Rudin and Louis Rudin, druggists of Buffalo, N. Y., were recent visitors at San Francisco, on a tour of the Pacific Coast.

—LeRoy-Wagner, representing the Miller Rubber Company, recently addressed students of the California College of Pharmacy, San Francisco, and showed a large line of rubber goods to illustrate his talk.

—James T. Healy, with Ryan's Drug Store, Redwood City, Cal., has made arrangements to take a trip to Europe, planning to be away about five months.

—Brice Green, of the Ordway Pharmacy, Monterey, Cal., has returned to his duties after an enforced stay in the hospital, the result of a fall from a ladder in the store.

—William Walker, of the Morse Pharmacy, San Mateo, Cal., has returned from a honeymoon with his bride who was Miss Peggy Crist.

INCORPORATIONS

Hoffman Drug Company, Charleston, W. Va.; capital, $10,000; incorporators, E. Leslie Hoffman, John D. Price, Arthur Hoffman.

Service Pharmacy, Charleston, W. Va.; capital, $5,000; incorporators, T. O. Timberlake, L. C. Timberlake, Mason Crickard.

Marva Nova Laboratories, St. Louis, Mo.: capital, $15,000; incorporators, Charles Lewis, A. J. Wirfs, J. W. Klein.

Paulian Drug and Chemical Company, St. Louis. Mo.; capital, $10,000; incorporators, William J. Finaly, Oliver R. Taylor, Ruth C. Taylor.

Vinita Pharmacy Company, St. Louis, Mo.: capital, $12,000; incorporators, Henry A. Oberfeld, Lenois Oberfeld, Hugo L. Baepler.

Colorado Drug Company, Colorado, Tex.: capital, $15,000; incorporators, C. R. Farris, I. Levy.

Majestic Pharmacy, Perth Amboy, N. J.; capital. $50,000; incorporators, Morris Horwich, Samuel Kelsey, Paul Chester.

East Side Drug Company, Princeton, W. Va.; capital, $10,000; incorporators, R. C. Queen, R. B. Bodell, W. E. Grady.

Gainsboro Drug Store, Boston, Mass.; capital, $100,000; incorporators, Edward Klebenov, R. M. Shukle, Joseph Fine.

Union Drug Company, Itta Bena, Miss.; $15,000; incorporators, U. Ray, J. H. Weir.

Among the Drug Stores

California

—Santa Rosa—The Baldwin drug store has been purchased by O. R. Tuttle and Harry D. Norton and the name changed to Standard Drug Company.

—Stockton—E. J. Meister has purchased the Chandler Drug Store at 1501 North California street and is operating it as the High School Pharmacy.

—San Francisco—M. S. Morris has re entered the retail drug field, and taken over a store at Larkin and Eddy Streets

—Petaluma—R. S. Squires has disposed of his interests in the Gossage Drug Company to his former partner, W. S. Gossage, now the sole owner.

Colorado

—Denver—The Liggett Drug Company, which purchased the Welton Drug Company's store at Sixteenth and Welton streets, has leased space in the California building, Seventeenth and California street, and will open a second store in Colorado's metropolis.

Georgia

—Brunswick—Dr. W. M. Odum has sold the City drug store to Frederick M. Lockwood for a price said to have been more than $3,000. The new owner has been connected with the store several years.

—Thomaston—L. A. Dodgen has sold the City drug store to J. Fain Johnson, of this place, and H. G. Mullins, of Marshalville.

Michigan

—Laurium—The Laurium pharmacy, operated for twenty-five years by J. C. Vivian, has been sold to John F. Swanson, who has been in the pharmacy business here fifteen years.

Maryland

—Baltimore—The Fox pharmacy at North and Greenmount Streets is being extensively remodelled.

Missouri

—Oak Grove—D. F. Trigg has sold his drug store to Stout Wilson, of Blue Springs.

—Clayton—The Louis K. Liggett Company has purchased the business of the Webster Groves Drug Company from W. H. Brown. This is said to be the first store of the former company in the vicinity of St. Louis.

New Mexico

—Las Cruces—The Guthrie drug store in Mesilla Park has been purchased by Covey Baker, proprietor of the Baker Drug Company, of this place.

North Carolina

—Greensboro—C. N. Herndon and Grady Siske have opened a drug store at South

Elm Street and Edwards Place under the name of Herndon & Siske.

Ohio

—Findlay—George T. Stringfellow, of Findlay, and R. J. Shoemaker, of Norwalk, have purchased and taken possession of the drug business of O. M. Wolgamot. Mr. Wolgamot will go to Oklahoma.

Oklahoma

—Blackwell—The Red Cross Drug Store has been opened by R. M. Bramblett and S. E. Jawkins at 213 S. Main street.

—A lease has been taken on the G. E. Dewis building by the City Drug Company which will house several of its specialty departments there.

—Miami—The Rexall Drug Company has moved to the building adjoining the First National bank. The color scheme of the store is tan and brown.

—Purcell—The Kennedy drug store is undergoing a course of renovation and general improvement.

—Walters—The Heflin Drug store, owned and operated by S. A. Heflin and Effie Heflin, has moved to the Oklahoma State Bank building.

—Ponca City—Joseph De Mar, previously with the Taylor pharmacy, has opened the De Mar Drug store in South Second Street.

Pennsylvania

—Allentown—Calvin O. Grim, previously with C. C. Martin & Co., druggists, has purchased the drug store of W. S. Dech at No. 625 Union Street.

—Harrisburg—Dr. Charles T. George has sold his drug business to the George A. Gorgas Drug Company, which now has three stores.

Tennessee

—Lenoir City—The Goodman Drug Company is erecting a building in Broadway for its own use.

Utah

—Salt Lake City—The Louis K. Liggett Company will open its first store here at Second South and Main Streets within two weeks.

Virginia

—Meadowview—Messrs. Maiden and Maiden have started work on a building to house their drug store which will take the place of one destroyed by fire recently.

Washington

—Seattle—Louis F. Swift, formerly owner of a chain of drug stores, and J. L. Randles, proprietor of a store at Fourth and Union Streets, will open a drug store just north of the city limits.—Ed. R. Braley has closed his store in Union Street and opened one at No. 1427 Fourth Avenue.—Harry Morrow, who was with Guy's drug store, has recovered from an operation and will go east to enter business for himself.

Wisconsin

—Milwaukee—The Central Drug Company has opened its tenth store in this city at Third street and North avenue, with Irvin Warsaw as manager. The store is the second largest of the string.

—La Crosse—The La Crosse Paper and Supply Company, a branch of the La Crosse Drug Company, has started business. Theodore Thompson is president and I. M. Miller, manager.

—Madison—Remodeling of a store recently vacated in the Gay building has been begun in preparation for occupancy by the Ott pharmacy which adjoins. The Ott pharmacy will use both stores.

—Milwaukee—Albert Roemer has purchased the pharmacy conducted by H. O. Reinholdt at 2630 Lisbon avenue. Mr. Reinholdt is one of the oldest druggists in Milwaukee and his store has been a landmark.

West Virginia

—Wellsburg—Jesse Reeves and Wayne Roberts are about to open a drug store at No 717 Charles Street. Mr. Reeves, who has been in the drug business here twenty-five years is chief of the Wellsburg Volunteer Fire Department.

RECENT FIRES

The Courtney R. Newkirk drug store at Twenty-sixth and Market streets, Louisville, Ky., suffered a loss of $10,000 on May 28, in a three-alarm fire which started in a feed store and ruined several buildings.

J. A. Mathews & Son, druggists in Hedrick, Iowa, were among the losers in a $6,000 fire in the business district of that place.

The Walker drug store in Norlina, N. C., has been destroyed by fire.

The Kaplan drug store, Quantico, Va., has been destroyed by fire.

BUSINESS TROUBLES

The Webster-Warnock Chemical Company, manufacturing chemists, Memphis, Tenn., have filed a voluntary petition of bankruptcy, giving liabilities as $41,548.53 and assets as $42,311.39.

The Westland Pharmacy, Inc., Boston, has filed a petition in bankruptcy. It owes $16,726; assets, $3,575.

A petition for a receiver for the Worcester Drug Corporation, of Worcester, Mass., has been filed by Stain-off, Inc., of Champlain, N. Y., to collect on a judgment of $1,150.

"Save the surface and you save all."

"Future years will find many of our girls well preserved."

—Louisville Courier-Journal.

Pharmaceutical Progress

PHARMACOPOEIA ON SAMPLING CRUDE DRUGS

Author Expects to See Many Former Pharmacopoeial Botanicals Again Taking Their Places in the Official Guide

In an interesting paper on "The Growth of Botanicals," which appears in the May issue of *Standard Remedies*, the author, W. F. Hasse, Jr., Ph.D., says that the most vital and important addition to the present Pharmacopoeia is the detailed account of the official methods for sampling, preparing and assaying botanical drugs. Commenting on the method of sampling, which includes the various ways that can be employed under the varying conditions, he says; "After the samples have been drawn, the procedure is described just how to get the 'official sample' and the amount it should weigh. In the past and even at present, drugs will assay differently accordingly to the method used in obtaining a sample of the shipment. With care and proper extraction of the several samples a fairly accurate assay can be expected but there have been instances when the drug was milled later, providing a marked difference in the results. Carelessly drawn samples have been offered as representing a lot of drugs and yet when it was properly done the appearance of the two samples was so different that it was almost impossible to believe that they represented the same lot of goods. All this is expected to be done away with, for the proper method of sampling is fully described and no excuses will be accepted. After the sample is drawn and quartered to the 'official sample' the way it is to be prepared for assay and the method to be used for assay are fully given. Fully described methods for determining the value of drugs such as alkaloidal and resinous content, volatile principles, etc., are given, thus clearing up many disputes as to what method is to be used." Dr. Hasse expresses the opinion that with the revived interest in research and the activity shown in crude drugs it may be expected to see many of the former botanical drugs official in subsequent revisions of the Pharmacopoeia.

Gaultheria Shallon — E. V. Lynn and Paul Y. Cheng, reporting on a preliminary examination of four Northwestern plants (*J.A.Ph.A.*), say it is rather surprising that such a common shrub as Gaultheria shallon, or salal, which grows in such abundance in the northwest, has not been hitherto examined chemically or medicinally, and they express the belief that a careful study of the plant may reveal possible value to industry or medicine; at least it is interesting to note that in the plant there is an absence of the methyl salicylate producing compounds of other species. The leaves of Gaultheria procumbens produce an oil which consists almost entirely of methyl salicylate while other species of Gaultheria furnish a similar oil. The shallon, or salal, is a low and almost herbaceous shrub with alternate, evergreen leaves which are shiny on the upper surface and ovate-oblong, rounded or subcordate at the base, accuminate, serrulate, and from 3 to 10 cm. long. The flowers are in axillary racemes, white or pink in color, and the fruit is black or dark purple, very variable in size, shape and amount of glandular pubescence, and edible. The chemical analysis of shallon gave no indication of a volatile oil even after long maceration with acidified water. The aqueous distillate was first cloudy and later precipitated, but had very slight odor. The precipitate was probably a hydrocarbon, but was not very carefully examined because of the small amount. During the water extraction a similar white precipitate appeared on cooling, indicating waxy hydrocarbons which give the leaves their shiny nature. There was no evidence of any glucosides.

Analysis of Acetic Anhydride —Richmond and Eggleston propose the following: By adding 2 cc. of acetic anhydride to 200 cc. of a mixture of 94 parts of toluene and 6 parts of aniline, and measuring the rise of temperature produced in the reaction, a determination of the strength of the acetic anhydride can be made with an accuracy comparable to that of the method of Menschutkin and Wasilieff. It is necessary in very accurate work to make a correction for the heat evolved in the formation of aniline acetate, but a very close approximation can be obtained by multiplying the observed rise in temperature by a factor.—(*Pharm. J.*)

Preserving Solution of Morphine Hydrochloride, B. P.— —Referring to this solution which contains 25 percent of alcohol as a preservative, D. B. Dott, Ph.C., finds that 5 per cent of glacial acetic acid is preferable, and for keeping qualities fulfills all requirements.—(*Br. & Col. Pharm.*).

Belladonna Fungus Pest —-The importance of growing medicinal plants under conditions as nearly as possible to those occurring in nature is emphasized by E. M. Holmes, F. I. C. (*Ch. & Dr.*), as follows: The occurrence of disease in plants as well as in animals depends principally on loss of vitality consequent on the conditions necessary to the health and vitality of each not being complied with. Of course, even in nature, these cannot always be met, as in the case of belladonna last year when the crop of the wild plant as well as the cultivated one was deficient owing to the drought in the growing seasons of May and June, the plants being stunted. In the present instance, so far as can be judged, the new fungus disease *Phytophthora erythroseptica* var. *atropae* is due to imperfect drainage keeping the crown of the root too damp, an occurrence that is likely to take place when belladonna is cultivated on level ground. Another instance of the importance of drainage occurs in lavender. This is also a hillside plant, and when cultivated on a level in non-porous soil the plants growing in small hollows where water can collect are almost always attacked by a fungus. In greenhouses *Primula sinensis* almost invariably rots if water is allowed to collect near the crown of the root.

Oil of Fennel - —Some commercial and other facts relating to this essential oil which is distilled from several varieties of *Foeniculum vulgare*, found all over Europe,, except in the North and North-east, have been compiled (*Ch. & Dr.*). The oil is very common on the Mediterranean coast, and is also found in Asia Minor, Persia, India and Japan. There are two oils recognized in commerce, the sweet and the bitter oils. The sweet oil is more highly esteemed than the other. Galicia and Rumania produce a large portion of the fennel used for distillation. The sweet oil has the following characters: Specific gravity, 0.964 to 0.976; optical rotation, +6° to +26°; refractive index, 1.5280 to 1.5380; and congealing point, +3° to +10°. The principal constituent of the oil is anethol, and there are also present fenchone, methyl-chavicol, and terpenes. There are various other fennel oils which have been examined, such as French oil, Japanese oil, and Sicilian oil. Water fennel oil is distilled from *Phellandrium aquaticum,* and is an oil of specific gravity from 0.860 to 0.890, containing a large amount of terpenes. In this connection, the U.S.P.X. defines fennel oil as the volatile oil distilled from the dried ripe fruit of *Foeniculum vulgare*, a colorless or pale yellow liquid, soluble in 8 volumes of 80 per cent alcohol by volume, and 1 volume of 90 per cent alcohol by volume. In this official oil the anethol is usually present to the extent of more than 50 per cent, and separates in crystals upon a reduction of temperature, hence it is said, the higher the temperature at which this occurs the better the oil.

Educational Department

MERCUROCHROME STAINS

Permanganate - Peroxide Solution Recommended as Remover

MERCUROCHROME, when applied stains the skin red, and there have been a number of inquiries as to the removal of the discoloration. According to "New and Nonofficial Remedies," the stains may be removed by washing them with a solution of sodium hypochlorite. The chemical laboratory of the American Medical Association reports that the stains may be removed from cloth by the following method: The stained cloth is immersed in a small amount of a solution which contains about 1 per cent of hydrochloric acid and two per cent of potassium permanganate. The fabric should remain in this solution not longer than a minute and is then transferred without rinsing to a solution which contains not more than 1 per cent of hydrochloric acid and to which has been added about ten per cent of a solution of hydrogen peroxide. When the potassium permanganate has been reduced by the peroxide, the cloth is rinsed in water. Should the stain not be removed, the process may be repeated, the cloth being permitted to remain in the acid permanganate solution for a longer time.

ANSWERS TO QUESTIONS

Asked May 29

1. How will you compound the following prescription?

℞

Copaiba	**10 cc.**
Tincture of ferric chloride	**10 cc.**
Tincture of cantharides	**10 cc.**
Glycerin	**20 cc.**
Syrup	**50 cc.**

M.

Ans.:—A clear solution does not result when the copaiba is mixed with the tinctures, since about three or four times the amount of alcohol will be required to make a solution. When the glycerin is added, the mixture becomes still more turbid and upon the addition of the syrup, most of the copaiba is thrown out of solution. Although the copaiba rises to the top on standing, the syrup and glycerin hold it in suspension for some time so that it is possible for the patient to get a uniform dose. The mixture should be dispensed with a "shake well" label.

2. Dyes: Define the following and state their uses: acid dyes, basic dyes, sulphur dyes, mordant dyes, direct cotton dyes.

Ans.:—Acid dyes are direct dyes for wool and silk, in an acid bath, and are not adapted for the dyeing of cotton material. They include nitro compounds and the sodium salts of sulfonic and carboxylic acids. When textile materials colored with these dyes are washed with soap or washing powders they fade rapidly, but the colors are however resistant to the effects of sunlight, and are sun-fast. Basic dyes combine readily with acids to form salts. These are also direct dyes for silk and wool, but must be "mordanted" for cotton and linen. An acid, such as tannic acid, is used as the mordant. Fabrics dyes with basic dyes are not sun-fast. Sulphur dyes are produced from various aromatic organic compounds as a result of the action of sodium sulphide and sulphur. These dyes are used in dyeing cotton material and are quite "fast" to washing. Mordant dyes are usually acid in character and require a mordant to fix the dye to the fabric. The coloring matters in dye woods are examples of mordant dyes, such as logwood. Direct cotton dyes are usually the sodium salts of carboxylic and sulfonic acids. These dyes are absorbed by the fibers of the fabric and are used chiefly in dyeing cotton material, in the presence of sodium chloride or sodium sulphate.

3. What tests would you apply to determine the presence of the following: calcium, copper, lead, salicylates, and zinc.

Ans.:—Tests for determining the presence of these substances may be found in the U. S. P. Solutions of calcium salts which are neutral or alkaline, give a white precipitate with ammonium oxalate, T. S., which is soluble in hydrochloric acid, but is insoluble in acetic acid. Solutions of copper compounds, acidified with hydrochloric acid and brought in contact with untarnished iron, deposit a film of metallic copper on the iron. Lead salts in solution give a white precipitate upon the addition of dilute sulphuric acid. This precipitate is completely soluble in warm sodium hydroxide T. S., and only slightly soluble in dilute nitric or hydrochloric acids. Salicylates in solution produce a violet color with ferric chloride, T. S. If acids are added to solutions of salicylates, salicylic acid is precipitated. Zinc salts in alkaline solution with hydrogen sulphide give a white precipitate of zinc sulphide, which is soluble in dilute hydrochloric acid, but insoluble in acetic acid.

4. Temperature: How will you change a reading of the Fahrenheit scale to Centigrade? From Centigrade to Fahrenheit? From Centigrade to absolute?

Ans.:—The following rules are given: To obtain the corresponding Fahrenheit reading when the Centigrade reading is given, multiply the number of degrees Centigrade by 9/5 and add 32, the formula for the conversion being usually expressed—F. = 9/5 C. + 32. If Fahrenheit reading is given and the corresponding Centigrade reading is desired, subtract 32 from the number of degrees Fahrenheit and multiply by 5.9, the formula being C. = 5/9 (F. —32). The absolute or Kelvin scale equals the Centigrade reading plus 273.

5. Chrysarobin: (a) Give the definition and a brief description. (b) What are its action and uses?

Ans.:—(a) Chrysarobin, U. S. P., is a mixture of neutral principles obtained from Goa powder, which is deposited in the wood of *Vouacapoua Araroba.* It is a brownish or yellow-orange microcrystalline powder, being odorless, tasteless, and irritating to the mucous membrane. (b) When taken internally, it is a gastro-intestinal irritant. It has long been employed as a remedy in the treatment of various skin diseases, being applied in the form of an ointment, or dissolved in collodion and painted over the surface.

QUESTIONS FOR JUNE 5

1. What reactions take place in compounding the following prescription?

℞

Codeine	**gr. ij**
Dil. phosphoric acid ...	**q. s.**
Dilute hydrocyanic acid	**m xx**
Tincture of iodine	**m x**
Water, to make	**f. ℥ iv**

M.

2. Organic chemistry: What are some of the differences between the aromatic and aliphatic hydroxy-derivatives? Give examples.

3. What are the therapeutic uses of the following: insulin, cinchophen, chloral hydrate, sandalwood oil derivatives, and quinine derivatives?

4. Give the chemical formula and calculate the molecular weight of each of the following: aniline, bismuth sulphide, dextrose, and ferric oxide.

5. Petroleum Ether: (a) State the official title. Give a brief description. (b) What are the action and uses?

A household magazine says a room may be freed from tobacco odor by mixing formaldehyde, lemon oil, eucalyptus oil and alcohol and allowing it to evaporate slowly. This odor in turn may be eradicated with a strong cigar.

—Detroit News.

The Question Box

CARAMEL MANUFACTURE

Sugar or Glucose Heated Until Sweet Taste is Destroyed

(F.E.W.)—Caramel (burnt sugar coloring) is official in the National Formulary V, where it is defined as "a concentrated aqueous solution of the product obtained by heating sugar or glucose until the sweet taste is destroyed and a uniform dark brown mass results, a small amount of alkali or alkali carbonate being added while heating." As described in works of reference, the manufacturing operation is carried out as follows:

Sugar, any convenient quantity; water, a sufficient quantity. Put the sugar (without water) into an iron kettle of several times the capacity required for it, heat to 410° to 430° F. so long as it gives off much vapor, and until it is changed into a black, viscid mass, stirring it occasionally during the operation; then cool, and while cooling add hot water in proportion of 1 pint for each pound of sugar used; let stand to dissolve, strain the solution and concentrate it by evaporation to a syrupy consistence, or until it measures a pint for each pound of sugar used. As ordinarily made, no precaution is taken to regulate the degree of heat, and for that reason a portion is converted into charcoal, which is insoluble. In small operations this is unimportant, but in manufacturing establishments the heat, to avoid difficulty, is regulated by an oil- or sand-bath, or by other means. Some manufacturers prepare caramel of different degrees of solubility for different uses.

According to the National Formulary, caramel mixes clear with water in all proportions, 1 part dissolved in 1,000 parts of distilled water yielding a clear solution having a distinct sepia tint. The color of this solution is not changed and no precipitate is formed after exposure to sunlight for six hours. It is soluble in diluted alcohol, but is precipitated when the alcoholic content is increased to 80 per cent by volume. or more. It is principally used in pharmacy for coloring elixirs, tincture (wine) of antimony, and the like.

Coloring Grafting

(P.H.O.)—While we have had no practical experience in coloring grafting wax composed of a mixture of rosin, tallow and beeswax, we would suggest that you experiment with one or more of the stable red pigments, like Armenian bole, vermilion, Venetian red, etc., as these substances are employed in coloring various sealing waxes, and undoubtedly would work equally well with grafting wax, which is somewhat similar in composition. Of course, the quantity of the particular pigment needed to produce the desired shade of red would have to be worked out by experiment. Your difficulty with the vegetable reds you have tried is undoubtedly due to their unsuitability in that the coloring principle is not imparted to the fatty and other substances composing the mixtures, while some of these pigments may be decomposed by the acids of the rosin, tallow, etc. In using bole or cinnabar, the mixture composing the body of the wax should be first prepared, and sufficient of the color stirred in while the mass is cooling, the stirring being continued until it is nearly cold to insure a uniform distribution of color. It is also possible that one of the oil-soluble aniline reds might answer the purpose.

Hair Curling Preparations

(W.J.J.)—The directions following the formula for "hair curling liquid," Era Formulary, page 134, "digest with agitation for a week, then decant or filter," means to stand the preparation after being mixed in a warm place for a week, the mixture being frequently shaken in the meanwhile. In pharmaceutical usage, the term "digest" means to heat or warm a liquid, or a solid in contact with a liquid, in order to extract the soluble substances, the heat increasing the solvent powers of the menstruum and also aiding in blending the liquids of the mixture. To "decant" means to pour off the clear or supernatant liquid, which may be done by first allowing the sediment or solid matter to settle to the bottom, the vessel being carefully tilted to one side for pouring and so as not to disturb the sediment. This is one method of separation and clarification, another being that of filtration, which, as hinted in the above directions, may be used by passing the liquid through filter paper or other filtering medium.

Answering your other question, most of the formulas given are for hair curling liquids which can be used without the use of a curling iron; with some of the preparations it is only necessary to moisten the hair with the liquid, the hair being then adjusted loosely curls on drying. Or, the wetted hair may be twisted around curl papers and allowed to dry, a method that is sometimes employed. The preparations containing mild alkalies, as borax, potassium carbonate, etc., when applied, tend to saponify the natural oil of the hair, with the result that when the hair dries the curl will be more permanent. Some curling preparations are made by combining such alkalies with gum tragacanth or acacia.

Cucumber Cream

(L.D.A.)—Any of the formulas for "cold cream" may be employed, it is said, by substituting cucumber juice for a portion of the water. Cucumber cream is supposed to have a pale green tint, although this color can be imparted by means of oil-soluble chlorophyll. However, here is a formula under the above title from the Era Formulary:

White wax, 1 ounce; spermaceti, 1 ounce; benzoinated lard (quantity sufficient), 1 pound; 6 fair-sized cucumbers (those which have not become quite green appear to possess most odor), peeled and cut into slices, borax, sufficient. Melt the wax and spermaceti, add the lard and cool, add the cucumbers, stir well, then add 160 grains of borax and mix intimately; allow to stand twelve hours, melt over a water-bath at slowly increasing heat, and when melted strain through cheesecloth; place upon ice at once; when solidified separate it from the water underneath and incorporate 160 grains more of borax.

"Pharmaceutical Formulas" gives this formula:

Curd soap	½ ounce
Cucumber ointment ..	1 ounce
Spirit of cucumber...	2 ounces
Oil of rose geranium.	½ dram
Distilled water	30 ounces

Dissolve the soap in 2 ounces of water by boiling. Put the ointment in a very warm mortar and mix the soap solution thoroughly with it; then add the rest of the hot water slowly, stirring well and dissolve the oil in the spirit. Add hot water slowly, stirring well; the emulsion contained in a bottle, shaking well. Another good plan, which seldom fails, is: Melt the pomade on a water-bath, and dissolve the soap in hot water separately. Put together and shake until nearly cold, then add the rest of the ingredients.

To make cucumber juice, take washed, unpeeled cucumbers, grate and express the juice, which heat, skim, and boil for five minutes; cool and filter. Now add 1 part of rectified spirit to 2 parts of juice, let stand for twelve hours or more, and filter. Spirit of cucumber is made by mixing 3 volumes of juice with 1 volume of rectified spirit, allowing the feculence to subside, and distilling three volumes from the clear liquor.

Market Report and Price Changes

Jobbers Advance Glycerin Prices

Larkspur Seed Higher—Wool Fat Lower—Ipecac Root Up—Tolu Balsam Off—Papain Advanced

Advanced

Adeps Lanae, Anhydrous, 2c ℔ to	.32—	.34
Hydrous, 2c ℔. to	.30—	.32
Althea Root, Cut 2c ℔ to	.68—	.73
Belladonna Root, 1c ℔. to	.61—	.71
Calendula Flowers, 5c ℔. to	1.05—	1.15
Glycerin USP 50 ℔ cans, 2c ℔ to	.30—	.31
Less 1c ℔ to	.35—	.47
Ipecac Root, Cartagena, 15c ℔ to	3.70—	3.85
Powdered, 15c ℔ to	4.35—	4.45
Larkspur Seed, 60c ℔ to	3.60—	3.85
Powdered, 60c ℔ to	3.85—	4.10
Malva Flowers Blue Small 10c ℔ to	.75—	.85
Papain, 95c ℔ to	7.65—	7.95
Sandarac Gum, 2c ℔ to	.64—	.74
Stramonium Leaves, 1c ℔ to	.26—	.31
Unicorn Root, False, 2c ℔ to	.81—	.89
Valerian Root, Japan, 8c ℔ to	.35—	.45

Declined

Balm Gilead Buds, 2c ℔ to	.70—	.75
Balsam Tolu, 5c ℔ to	2.05—	2.15
Beans, Vanilla Bourbons 20c ℔ to	5.65—	5.75
South Americans, 25c ℔ to	7.75—	8.00
Cassia Fistula, 1c ℔ to	.29—	.39
Deer Tongue Herb, 3c ℔ to	.39—	.49
Lavender Flowers, 2c ℔ to	.52—	.62
Oil Almond, Sweet, 5c ℔ to	1.11—	1.21
Cassia, 20c ℔ to	2.95—	3.15
Lemon, Calif., 10c ℔ to	2.90—	3.00
Italian, 10c ℔ to	2.90—	3.05
Wormseed, 10c ℔ to	6.05—	6.20
Podophyllin, Resin, 5c ℔ to	6.50—	6.60
Quince Seed, 5c ℔ to	1.75—	1.85
Witch Hazel Leaves, 1c ℔ to	.19—	.24

New York, June 6—There is reported, in jobbing markets, a fair amount of business, although the market is devoid of special features and presents a quieter tone. Price alterations gained in number over last week and advances are leading declines by a small margin. It is expected, by houses here, that a satisfactory market will prevail throughout the summer.

Wool Fat Higher

Among chemicals, the important change of the week was the 2c advance in U. S. P. glycerin. The market is exceedingly firm with most makers refusing new business; the new schedule of prices ranges 30c@31c a pound in 50-pound cans and 35c@47c a pound in quantities as wanted. Adeps lanae is also among the "ups" with the anhydrous bringing 32c@34c a pound and the hydrous being held at the basis of 30c@32c a pound.

Papain gained 95c a pound on scarcity and higher production costs; jobbers here are asking $7.65@$7.95 a pound in quantity and 55c@60c an ounce in a small way. All the cheap lots of denatured alcohol have been cleared off the market and the item presents a firmer tone. Prices on Japanese camphor are easier and menthol is weaker, although a good jobbing demand prevails.

Phenol is without change and in slightly better demand. The reductions made by domestic manufacturers of citric acid last week have had little appreciable effect upon the market, as the import situation is a negligible quantity and it looks, in fact, as though further imports could not be possible owing to the cost of production in Italy.

Larkspur Seed Scarce

It is difficult to define the exact conditions existing in the market for botanicals at the present time, for while some dealers report active trading others are prompt in saying "business is slow." Larkspur seed is, however, extremely scarce and the advances of the week total 60c. Jobbers are asking $3.60@$3.85 a pound for the whole seed and $3.85@$4.10 a pound for the powdered.

Cut althea root is also higher with wholesalers asking 68c@73c a pound as a basis. Balm of gilead buds slid back to 70c@75c a pound and deer tongue herb is also among the "downs" at 39c@49c a pound. Tolu balsam is a bit weaker and can be had at $2.05 @$2.15 a pound. Bourbon vanilla beans are lower at $5.65@$5.75 a pound and the South Americans can be had at $7.75@$8.00 a pound. Belladonna root is up a cent at 61c@71c a pound.

Ipecac Root Higher

Cartagena ipecac root gained 15c and the whole is costing $3.70 @$3.85 a pound and the powdered $4.35@$4.45 a pound. Calendula flowers are higher at $1.05@$1.15 a pound and small blue malva flowers gained 10c and are being held at the basis of 75c@85c a lb. Japan valerian root is firm at 35c @45c a pound and false unicorn, after advances of 2c, is selling at 84c@89c a pound.

Cassia fistula slid back to 29c @39c a pound and lavender flowers can be had at 52c@62c a pound Podophyllin is lower, too, and quince seed is easier at $1.75 @$1.85 a pound. Cleaned sandarac gum is up 2c and jobbers are asking 64c@74c a pound. Stramonium leaves continue scarce and fair sized lots are costing 26½c@31½c a pound.

Oil Lemon Easier

The market for essential oils is very quiet although trade is reported as being fair. Scarcity of spot stocks forced cedar leaf, pure, to $1.45@$1.55 a pound. U. S. P. sweet almond is a bit lower at $1.11@$1.21 a pound and cassia fell back 20c to $2.95@$3.15 a pound.

Lemon is easier and the California can be had at $2.90@$3.00 a pound, while the Italian is costing $2.90@$3.50 a pound. Wormseed is among the "downs" with dealers naming $6.05@$6.20 a pound in fair-sized lots.

—During 1925, Canada's soap exports were valued at $630,731, while the soap imports were valued at $1,128,154. The imported soap was drawn principally from the United States.

Manufacturers Price List Changes

A—Advance **D—Decline**
N—New **C—Correction**

NOW WAS

844—Buffalo Lithia Springs Water Co., Buffalo Lithia Springs, Virginia.
C—Buffalo Lithia Water ....doz. 5.50—
(Correct page 75, Spring Edition, Era Price List)

2869—Gilpin, Langdon & Co., Baltimore, Md.
N—Black Flag Powder, lbs. doz.15.00—

7632—Tobacco & Biproducts Chem Co., Louisville
C—Black Leaf No. 40, ozs. ..doz. 2.67—
C—Black Leaf No. 40, ½ lb.doz.10.80—
C—Black Leaf No 40, 2 lb...doz.31.20—
C—Black Leaf No. 40, 10 lb. each11.50—

7137—Stomatol Co., of America, Highland Pk, Ill
C—Stomatol Tooth Paste, retails 50c ....doz. 4.00
C—Stomatol Mouth Wash, small, retails 65c ....doz. 4.80
C—Stomatol Mouth Wash, larger, retails $1.25 ......doz. 9.00
C—Stomatol Mouth Wash, dentist's size rtls $2.25 doz.16.50
C—Shavitol, shaving cream.retails 25c ....doz. 1.80

Information Wanted

Send us your answers to these Queries and ask for similar information when desired.

41—Who makes Olenoids?
42—Who makes Iodothol?
43—Who makes Glychthol?
44—Who makes Gurbenol Capsules?
45—Who makes Johnny Mack Mahon's Rattlesnake King Soap?
46—Who makes Ponjola Rouge?
47—Who makes Beleanr Paste Rouge?
48—Who makes Loco?
49—Who makes Rigosodine?
50—Who makes Gonolin?
51—Who makes Choloxol?
52—Who makes Johnson's Teething Powder?
53—Who makes Orchardew?
54—Who makes Bilisol?
55—Who makes Pluro?
56—Who makes Weidmann's Yeast Powder?
57—Who makes Benbow's Borated Cream?
58—Who makes Hepaline?
59—Who makes Rapidol Hair Dye?
60—Who makes Cook's Allisatin?

ANSWERS TO INQUIRIES

T.C.J.—Nelson's Hair Dressing made by Nelson's Mfg. Co., Richmond, Va.
T.H.J.—A-I-M. made by Ferrodine Corp., Roanoke, Va.
R.N.B.—Walker's Glossine made by Kiefer-Stewart Company, Indianapolis, Ind.
F.E.W.—Zura Kinkout made by Zura, Inc., Chicago, Ill.
N.G.H.—MacDonald's Gray Hair Restorer made by James MacDonald, New York.
R.T.E.—Mufti Dry Cleaner made by Miami Chemical Co., Cincinnati, Ohio.
L.N.G.—Verseptol made by Newman Pharmacal Co., Louisville.

Business News

Indications of Good Business

Business during May was good and the basic industries are actively engaged in making money. This can be deduced from the monthly letter of the National City Bank, which in part states: "Despite the handicap of a backward Spring and the sagging tendency of commodity prices, the volume of checks drawn in payment for goods and the freight carried by railroads have continued to exceed those of any year. Indisputable proof that business has been making a good record financially is contained in the corporation reports for the first quarter."

Among the corporations voting dividends have been the Pro-phy-lac-tic Brush Company and the Goodyear Tire and Rubber Concern. The former has voted a quarterly dividend of 1½ per cent payable on June 15 while the latter concern has declared the regular quarterly dividend of $1.75 on the preferred stock and $2 on the prior preference stock. The preferred stock dividend is payable July 1 to stockholders of record of June 15.

Stock of the Western Dairy Products Company has been admitted by the New York Stock Exchange to unlisted trading privileges. The concern has 150,000 authorized no par value shares of Class A stock, and voting trust certificates representing 500,000 authorized shares of no par B. stock.

The Virginia-Carolina Chemical Corporation has organized by the election of a board of directors. The board organized and elected C. G. Wilson, president; S. L. Carter, vice-president; George A. Holderness, vice-president and treasurer, H. W. Wallace, vice-president, and P. C. Smith, secretary.

The New York brokerage firm of Bennett, Post & Coghill, Inc., offered on June 2 a block of 32,000 shares of Buffalo Lithia Springs Corporation (Delaware Corporation) 7 per cent prior preference stock. The offering was in $25 units, consisting of one share of prior preference stock and a half a share of common stock. The Delaware corporation was organized to acquire the capital stock and funded indebtedness of the Buffalo Lithia Springs Corporation of Virginia. The properties of the latter include springs, hotel, cottages, power plant and bottling works on a 1,500 acre tract in Mecklenburg county, Virginia. The corporation has agreed to make application to list the stock on the New York Curb Exchange.

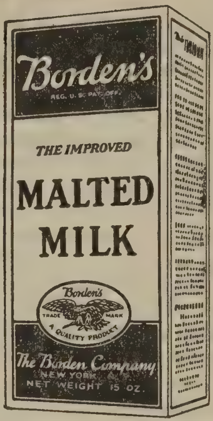
Hewit Pharmacies, Inc., of Binghamton, N. Y., has filed a certificate in the office of the Secretary of State in Albany increasing its capital from $100,000 to $300,000.

Casein Company of America (New Jersey), and subsidiaries announced that the net income for the year ending December 31, 1925, amounted to $290,796 after depreciation and charges. Gross income for the year was $417,451.

The Smith Chemical Company, of Richmond, Va., capitalized at $250,000, has located at Johnson City, Tenn., and will start manufacturing proprietary remedies, within ninety days.

Application for a Pennsylvania charter will be made on June 14 by W. A. Cheeseman, DeWitt Clinton and W. E. Mischler, for a corporation to be called the Pennsylvania Hydro-Carbon Company, of Pittsburgh, to manufacture and deal in chemical specialties and drugs.

The Calcyco Incorporation of Delaware, capitalized at $5,000, has asked permission to do business in St. Louis, Mo., with a capital of $10,000. It will manufacture and deal in chemical products. The incorporators are C. E. Adams, T. G. Harrison.



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Prices Current of Drugs, Chemicals and Pharmaceuticals

New York Jobbers' quotations on 2,000 staple Drugs, Chemicals and Pharmaceuticals for quantities usually purchased by retail druggists. For other items see latest edition ERA PRICE LIST. *Subscribers will find these prices most valuable for checking invoices and quotations.*

Acacia, 1st select	℔.	.40	—	.50
Powdered	℔.	.45	—	.50
Fine, granulated first	℔.	.40	—	.50
Seconds	℔.	.35	—	.45
Sorts, amber	℔.	.20	—	.30
Sorts, sifted, white	℔.	.23	—	.30
Acetanilid (oz 10-12)	℔.	.46	—	.50
Acetic Anhydride (oz18-20)	℔.	.90	—	1.00
Acetone, U.S.P.	℔.	.36	—	.45
Tech	℔.	.24	—	.33
Acetphenetidin, (oz.24-.26)	**℔**	**2.15**	**—**	**2.25**
Acid Acetic, U.S.P. 36 p.c.	℔.	.20	—	.29
U.S.P., Glacial 99 p.c.	℔.	.27	—	.36
Acetylsalicylic (Aspirin)	℔.	.95	—	1.03
Arsenic pure	℔.	1.35	—	1.45
Arsenous, U.S.P. (See Arsenic Trioxide)				
Benzoic, true	oz.	.60	—	.70
From Toluol	℔.	.89	—	.98
Boric, cryst.	℔.	.16	—	.20
Powdered	℔.	.16	—	.20
Impalp	℔.	.24	—	.28
Bromic, 1 oz g,s,v,	oz.	—	—	—
Butyric, Tech., absolute	℔.	1.75	—	1.85
Cacodylic	oz.	.70	—	.80
Camphoric	oz.	.50	—	.56
Carbolic, cryst., bulk	℔.	.29	—	.30
10 and 25-℔ cans	℔.	.31	—	.32
1-℔, bottle	℔.	.35	—	.40
Crude, 10-95 p.c.	gal.	.90	—	1.06
Chloracetic, 1-oz. vials	ea.	.35	—	.40
Chromic (oz. .25-.30)	℔	1.15	—	1.25
C.P.	oz.	.82	—	.85
Chrysophanic, true	oz.	.55	—	.60
Citric, cryst., (kegs)	℔.	.46½	—	.47½
Less than kegs	℔.	.49½	—	.56½
Granulated	℔.			
Cresylic	gal.	1.70	—	1.90
Dark, 90 p.c.	℔.	.37	—	.43
Redistilled, 97 p.c.	℔.	.48	—	.58
Dichloracetic, 1-oz. g.s.v.	ea.	.35	—	.40
Diethylbarbituric (See Barbital)				
Formic, NF (oz 15-17)	℔.	.45	—	.55
Gallic	oz.	.18	—	.20
¼, ½, 1℔. cartons	℔.	1.12	—	1.25
Glycerophosphoric	℔	2.25	—	2.35
	oz.	.25	—	.29
Hydriodic USP 10%dil	℔.	1.15	—	1.25
Hydrobrom., conc	oz.	.19	—	.21
Dil., U.S.P.	℔.	—	—	.46
oz. vial incl	oz.	.14	—	.16
Hydrochloric Com. (Carboys 120 lbs. .04)	℔.	.17	—	.36
C.P.	℔.	.43	—	.50
Hydrocyanic Dil.	℔.	.60	—	.68
	oz.	.17	—	.19
Hydrofluoric, 52 p.c. ceresin Bot. ¼s, ½s, 1	℔.	.80	—	1.45
C. P. 48 p.c. ceresin	℔.	1.35	—	1.65
Hypophosph. Sol.30-32p.c.	℔	1.40	—	1.50
Dil. 10 p.c. (oz18-20)	℔.	.70	—	.80
Iodic	oz.	1.35	—	1.45
Lactic, U.S.P.	℔.	1.00	—	1.15
Molybdic, Pure (oz. .21)	℔.	2.05	—	2.15
Monochloracetic, cryst.,	oz.	.25	—	.30
Acid Nitric, U.S.P. sp gr. 1.403 (Carboys 5.00)	℔.	—	—	.17
less	℔.	.48	—	.53
C.P. s..g. 1.42	℔.	.48	—	.53
Nitro-Muriatic	℔.	.44	—	.50
Nucleinic	oz.	1.75	—	1.85
Oleic, U.S.P.	℔.	.32	—	.40
Oxalic	℔.	.24	—	.29
Phosphoric, dil., 10 p.c.	℔.	.22	—	.33
U.S.P. 1880, 50 p.c.	℔	.29	—	.51
Syrupy, 85 p.c.	℔.	.39	—	.64
Glacial Sticks	℔.	.95	—	1.15
Phthalic, (oz. .15-.17)	℔.	.70	—	1.00
Picric	℔.	1.50	—	1.80
Pyrogallic, ¼, ½, and1-℔. cans, U.S.P., cryst	℔	1.90	—	2.15
U.S.P. Resubl. ¼. ½, and 1-℔.	℔.	2.20	—	2.30
Pyroligneous, purified	℔.	.30	—	.35
Crude	gal.	.65	—	.75
Salicylic, 1-℔. carton	℔.	.48	—	.53
Bulk	℔.	.36	—	.40
From Natural Oil	oz.	.45	—	.48
Silicic (Wet Process)	℔.	.75	—	.85
	oz.	.14	—	.16
Silicotungstic	oz.	.45	—	.55
Stearic	℔.	.32	—	.39
Powdered	℔.	.38	—	.43
Succinic, cryst.	oz.	.23	—	.27
Sulphocarbolic 30 p.c.	oz.	—	—	.25
Sulphosalicylic	oz.	.55	—	.60
Sulphuric Aromatic, U.S.P.	pt.	1.46	—	1.56
Sulphuric, U.S.P. cby	℔.	.10	—	.12
less	℔.	.43	—	.50
Com'l, 66° carboy	℔.	—	—	.04
Sulphurous, U.S.P.	℔	.25	—	.47
Tannic, U.S.P. pd.	℔.	.95	—	1.03
H.P.	℔.	1.35	—	1.45
Tartaric cryst.	℔.	.40½	—	.46½
Powdered	℔.	.40½	—	.46½
Trichloracet (oz. .36-40)	℔.	3.30	—	3.40
Valeric, (oz. .40-.50)	℔.	4.00	—	4.50
Acoin	oz.	—	—	3.50
Aconite Lvs., Eng., bots	℔.		—	
Leaves	℔	.43	—	.48
Powdered	℔.	.48	—	.58
Root, Spanish	℔	.66	—	.71
Powdered	℔.	.76	—	.81
Aconitine, Amorp. 15gr. v.	ea.	—	—	1.15
Nitrate, Amorp., 15gr. v.	ea.	—	—	—
Cryst. 15 gr. v.	ea.	—	—	1.75
Adamon	oz.		—	1.20
Adder's Tongue	℔.	.35	—	.40
Adeps Lanae Anhydrous	℔.	.32	—	.34
Hydrous	℔.	.30	—	.32
Adonidin, 5 gr. vials	ea.	—	—	.65
Adonis Vernalis Herb	℔.	.75	—	.85
Aestivalis	℔.	—	—	—
Agar Agar (See Isinglass)				
Agaric, white	℔.	2.20	—	2.40
Agaricin,	oz.	3.25	—	3.35
Agrimony herb	℔.	.30	—	.35
Albumin, from eggs, Impalp. Powd. Soluble	℔	2.00	—	2.35

PRICES CURRENT OF DRUGS, CHEMICALS & PHARMACEUTICALS

Alcohol, Absolute (dehyd. 98-100 p.c.) ..pt.	—	—	2.25
Cologne Spirits, 95 p.c., bbls gal.	5.70	—	6.00
Non.-Bev., 95 p.c. bbls gal.	5.40	—	5.45
Less .... gal.	5.50	—	5.60
Denatured bbls .... gal.	.38	—	.40
Less .... gal.	.50	—	.60
Methyl. bbls .... gal.	.70	—	.75
Less .... gal.	.90	—	1.00
Aldehyde, Highly Conc... lb.	—	—	1.30
Aletris (See Unicorn Root)			
Aletrin (Resinoid) ...... oz.	.65	—	.70
Alkanet root .... lb.	.22	—	.27
Alkannin .... oz.	.91	—	1.00
Alloxantin, 15 gr. v. .... ea.	—	—	—
Allspice, clean .... lb.	.20	—	.25
Almond Meal Brown .... lb.	.50	—	.60
Almonds, Bitter, shelled lb.	.80	—	.85
Sweet, Jordan ...... lb.	.65	—	.75
Aloes, Barbadoes, true .. lb.	1.45	—	1.55
Powdered ...... lb.	1.50	—	1.60
Cape .... lb.	.20	—	.28
Powdered ...... lb.	.33	—	.43
Curacao gourds .... lb.	.35	—	.40
Bulk .... lb.	.25	—	.30
Socotrine, True .... lb.	.53	—	.68
Aloin, (oz. 14-16) .... lb.	1.30	—	1.40
Althea Root .... lb.	.49	—	.54
Cut .... lb.	.68	—	.73
Flowers .... lb.	.55	—	.60
Alum, Ammonia .... lb.	.10	—	.12
Ground, bbls, or less lb	.09	—	.12
Dried, 1-lb. cartons lb.	.35	—	.40
Powdered .... lb.	.09	—	.12
Chrome .... lb.	.25	—	.30
Potash, pure .... lb.	.11	—	.12
Powd., pure .... lb.	.13	—	.15
Soda, Technical ...... lb.	.46	—	.50
Aluminum Acetate ...... lb.	.80	—	.90
Aceto-tart. (oz. .24-.26) lb.	1.70	—	1.80
Chloride, cryst. ...... lb.	.59	—	.64
Hydroxide, USP. ...... lb.	.38	—	.42
Metallic, powdered .... oz.	.20	—	.22
Phenolsulphonate ...... oz	—	—	—
Salicylate .... lb.	3.45	—	3.55
Sulphate, Com'l ...... lb.	.15	—	.18
N. F. Gran. .... lb.	.32	—	.40
Ambergris Black .... dr.	2.00	—	2.40
Gray .... dr.	3.00	—	3.50
American Centaury Herb (See Centaury Herb)			
Amidopyrin (Chemical Pyramidon) (oz. 50-52) lb.	6.65	—	6.75
Ammonia Water, 16 deg. lb.	.18	—	.30
20 deg .... lb.	.24	—	.32
26 deg. conc. .... lb.	.35	—	.50
Ammonium, Gum, tears .. lb.	1.57	—	1.67
Powdered .... lb.	1.67	—	1.77
Ammonium Acetate, cryst. oz.	.17	—	.19
Arsenate .... oz.	—	—	.25
Benzoate .... lb.	1.55	—	1.65
Bicarbonate .... lb.	.21	—	.35
Bichromate .... lb.	.85	—	.95
Bromide, 1-lb boxes .. lb	.70	—	.75
Carbonate .... lb.	.31	—	.41
Resub. Cubes, lb bots. lb.	.52	—	.57
Powdered .... lb.	.28	—	.42
Chloride USP .... lb.	.25	—	.28
U.S.P. Gran .... lb.	.23	—	.27
C.P. .... lb.	.15	—	.18
Citrate, 1-oz vials .... oz.	.20	—	.25
Formate .... oz.	—	—	18
Hypophosphate, (oz.23-25 lb.	1.65	—	1.75

Ammonium Hydrosulphuret solution			
Yellow .... lb.	—	—	.60
Red .... lb.	—	—	.68
Iodide .... lb.	6.75	—	7.00
Molybdate .... oz.	.20	—	.28
Monocarbonate, lb.bots. lb.	—	—	—
Muriate (See Ammon. Chloride)			
Nitrate, cryst. .... lb.	.44	—	.48
Granulated .... lb.	.47	—	.52
Nitroferrocyanide ...... oz.	.60	—	.65
Oxalate .... lb.	.60	—	.68
Persulphate .... lb.	.58	—	.68
Phenolsulphonate ...... oz.	.18	—	.23
Phosphate, pure ...... lb.	.65	—	.75
Salicylate .... lb.	1.20	—	1.30
Stearate .... lb.	—	—	—
Sulphate, Pure ...... lb.	.24	—	.37
Tartrate .... lb.	1.35	—	1.45
Valerate .... oz.	.40	—	.45
Amyl Acetate .... gal.	4.20	—	4.30
Technical .... gal.	3.80	—	3.90
Nitrate, Sealed Tubes .. oz.	.60	—	.65
Nitrite, Sealed Tubes .. oz.	.36	—	.38
Valerate .... lb.	3.30	—	3.40
Angelica Root .... lb.	.42	—	.52
Seed .... lb.	.65	—	.75
Angostura Bark .... lb.	.19	—	.24
Anise Seed, Spanish .... lb.	.30	—	.40
Annatto gum .... lb.	.34	—	.36
Seed .... lb.	.35	—	.40
Anticol .... lb.	—	—	.58
Antimony arsenate ...... oz.	—	—	—
Arsenite .... lb.	—	—	—
Chloride, cryst. ...... lb.	1.20	—	1.30
Sol. (Butter Antimony) lb.	.31	—	.35
Fluoride .... oz.	—	—	—
Needle .... lb.	.24½	—	.29½
Oxide, white .... lb.	.28	—	.36
Sulphuret, Black ..... lb.	.36	—	.40
Golden .... lb.	.84	—	.94
Sulphurated (Kermes Mineral) .... lb.	1.00	—	1.11
Antimony & Pot. Tartrate (See Tartar Emetic)			
Antipyrine (oz. .30-.32) lb.	2.62	—	2.77
Apiol, liq green (oz. 20-25) lb	1.80	—	2.00
Apocynum .... lb.	1.20	—	1.40
Apomorphine, Hydrochlor. Amorphous, ½oz. vials ea.	—	—	—
Crystals ⅛-oz. vials .. oz.	—	—	34.30
Arbor Vitae Leaves .... lb.	.25	—	.30
Arbutin .... oz.	.65	—	.70
Areca Nuts .... lb.	.30	—	.35
Powdered, Medic ...... lb.	.40	—	.45
Arecoline Hydrochloride .. oz.	...	—	34.30
15 grain vials ... ea.	...	—	1.30
Hydrobromide .... oz.	...	—	10.50
5 gr. v. .40; 15 gr.v.ea.		—	.80
Arnica Flowers .... lb.	.31	—	.36
Powdered .... lb.	.32	—	.37
Ground .... lb.	.32	—	.37
Root .... lb.	.45	—	.55
Arrowroot, American .... lb.	.12	—	.15
Bermuda, true ...... lb.	.71	—	.84
St. Vincent .... lb.	.18½	—	.23½
Taylors, ¼-lb. in tin foil boxes, 12 lbs. .. lb.	.55	—	.60
Arsenic Bromide, cryst. .. oz.	.30	—	.35
Chloride .... oz.	.35	—	.38
Iodide .... oz.	.62	—	.69
Sulphide Red .... lb.	.55	—	.61
Yellow (Orpiment) lb.	1.00	—	1.15
Trioxide USP .... lb.	.43	—	.49
White Powdered, com'l lb.	.32¼	—	.34¾

PRICES CURRENT OF DRUGS, CHEMICALS & PHARMACEUTICALS

Asafetida, good fair ....lb.	.39	.49
Powdered ....lb.	.84	.94
Asparagus Root ....lb.	.30	.35
Aspidospermine Amorphous		
10 and 15 grain v ..ea.		
Atropine, Alkaloid ....oz.	9.10	9.75
Sulphate ....oz.	4.75	5.40
Balm of Gilead Buds ..lb.	.70	.75
Balm Lemon ....lb.	.70	.80
Balsam Fir. Canada ....lb.	2.40	2.50
Fir., Oregon ....gal.	2.05	2.20
Gurjun ....lb.	.52	.60
Peru ....lb.	2.50	2.60
Tolu, ...lb.	2.05	2.15
Baptisin (Resinoid) ......oz.	.50	.70
Barberry Bark ....lb.	.50	.60
Barbital ....oz.	—	.65
Tabs 5 gr 10's ..ea.	—	.20
100's ....ea.	—	1.35
Sodium ....oz.	—	.75
Tabs., 5 gr., 10's ea.	—	.20
Barium Carb., prec. pure lb.	.28	.38
C.P. ....lb.	.70	.80
Caustic Hydte., cryst. ..lb.	.25	.30
Chloride ....lb.	.24	.31
Cyanide, tech ....lb.	—	—
Dioxide, Anhydrous ....lb.	.52	.60
Hydroxide, pure, cryst. lb.	.25	.30
Hypophosphate ....oz.	.25	.31
Iodide ....oz.	.52	.56
Nitrate powdered .....lb.	.26	.30
Sulphide, com'l ......lb.	.25	.30
Sulphate for X-Ray diag lb	.24	.28
Sulphate Powd. (Barytes) lb.	.11	.16
Pure, precip ......lb.	.18	.26
Basswood Bark, pressed ..lb.	.42	.50
Bayberry Bark, select ....lb	.21½	.26½
Bay Laurel Leaves ......lb.	.28	.35
Bay Rum, P.R. or St. T.,		
bbls. (modified) gal.	1.10	1.20
Less (Modified) ...gal.	1.25	1.35
Domestic bbls ....gal.	.95	1.05
Less ....gal.	1.15	1.20
Beans, Calabar ....lb.	.70	.95
St. Ignatius (See Ignatia)		
Tonka, Angostura .....lb	2.61	2.81
Para ....lb.	1.25	1.35
Surinam ....lb.	1.30	1.40
Vanilla Mex., longs ..lb.	12.25	13.25
Shorts ....lb.	10.50	11.50
Cuts ....lb	5.00	[illegible]
Bourbon ....lb.	5.65	5.75
South American ....lb.	7.75	8.00
Tahiti ....lb.	2.80	3.50
Belladonna Leaves, lb bots lb.	.57	.67
Bulk ......lb.	.51	.61
Root ....lb.	.61	.71
Benne Leaves ....lb.	.30	.40
Benzaldehyde, USP ......lb.	1.90	2.00
Benzanilide ....oz.	—	2.50
Benzoin, Siam ....lb.	1.70	1.90
Sumatra ....lb.	.55	.63
Powdered ...lb.	.65	.75
Benzol ....lb.	.32	.62
Benzophenone ....oz.	—	1.10
Benzosol ....lb.	—	2.00
BenzylBenzoate (oz..23-.25) lb.	2.10	2.20
Benzyl Succ'te (oz. .60-65) lb.	7.75	7.95
Berberine ....oz.	—	—
Bisulphate, 1-oz. v. ....oz.	—	2.05
Hydrochl. Cryst. ......oz.	2.00	2.05

Berberis ....lb.	.38	.43
Beta Eucain Hyd'chy⅛oz.v.oz.	—	6.00
Lactate, ⅛-oz. v. ....oz.	—	6.00
Betanaphthol Resub. ....lb.	.85	.92
Benzoate (oz. 36-38) ..lb	4.65	4.75
Beth Root ....lb.	.45	.50
Betin (Resinoid) ....oz.	—	—
Birch Bark, Betula ......lb.	.20	.25
Bismuth, Betanaph .....lb.	4.43	4.62
oz.	.30	.36
Benzoate (oz. .26) ..lb.	3.40	3.60
Bromide ....oz.	.40	.50
Chloride ....lb.	5.01	5.57
Citrate ....lb.	4.12	4.42
Formic-Iodide ....oz.	—	.50
Glycerite, NF ....lb.	1.10	1.20
Hydroxide, powdered ..lb.	4.63	4.90
Nitrate Cryst. ....lb.	3.05	3.60
Oleate, 50 p.c. ......oz.	.26	.30
Oxide (oz. .35-.40) ..lb.	4.63	4.90
Oxychloride (oz..38-.40) lb.	4.76	5.05
Oxiodide (oz. .50-.53) lb.	6.27	6.58
Oxyiodogallate ....oz.	—	1.60
Phenolsulphonate .....lb.	4.20	4.60
Phosphate ....lb.	4.84	5.51
Salicylate, 40 p.c. ....lb.	2.68	2.86
Subcarbonate ....lb.	3.90	4.63
Subgallate ....lb.	3.35	3.45
Subiodide ....lb.	6.27	6.58
Sublactate ....lb.	3.50	3.70
Subnitrate ....lb.	3.15	3.25
Subsalicylate, Basic, USP lb.	4.24	4.42
Tannate (oz. .33-.35) lb.	3.60	3.90
Tribromphenol (oz.50.55) lb.	6.65	6.95
Valerate ....oz.	.45	.50
and Ammonium Citrate .lb.	7.70	8.00
Bittersweet, Twigs, cut ..lb.	.25	.30
Black Alder Bark ....lb.	.25	.30
Blackberry, root ....lb.	.21	.26
Blackhaw Bark ....lb.	.72	.82
Bladderwrack ....lb.	.24	.34
Blennostasine ....oz.	—	1.00
Blessed Thistle ....lb.	.45	.55
Bloodroot ....lb.	.54	.64
Blue Flag Root ....lb.	.52	.62
Blue Mass (Blue Pill) ..lb.	1.11	1.34
Powdered ......lb.	1.14	1.42
Boldo Leaves ....lb.	.40	.45
Bone, Cuttlefish ....lb.	.40	.50
Powdered ....lb.	.31	.35
Jeweler's ....lb.	.85	1.20
Boneset, Leaves and Tops lb.	.20	.25
Borage Flowers ....lb	.34	.41
Borax Refined ....lb.	.09½	.12
Powdered ....lb.	.11	.12
Brayera ....lb.	—	—
Bromine ....oz.	.45	.50
Bromoform (oz. .25-.27) lb.	2.50	2.80
Broom Tops ....lb.	.50	.60
Brucine Alkaloid ....oz.	.35	.91
Sulphate ....oz.	.35	.91
Bryonia Root ....lb.	.25	.30
Buchu Leaves ....lb.	.76	.86
Powdered .....lb.	.86	.96
Buckthorn Bark, Cut ....lb.	.27	.32
Buds, Cassia, (See Cassia Buds)		
Burdock Root, Cut ......lb.	.35	.40
Seed ....lb.	.26	.30
Butternut Bark ....lb.	.25	.30
Butyl-Chloral Hydrate ....lb.	6.55	6.65
oz.	—	.65

PRICES CURRENT OF DRUGS, CHEMICALS & PHARMACEUTICALS

CadmiumBrom. (oz .16-.18)	℔	1.90	—	2.20
Carbonate	℔.	2.40	—	2.50
Chloride (oz. .24-27)	℔.	1.55	—	1.65
Iodide (oz. .47-.49)	℔.	5.85	—	5.95
Nitrate	℔.	1.35	—	1.45
Metal Sticks	℔.	1.10	—	1.33
Sulphate	℔.	1.50	—	1.60
Caffeine, (oz. .35-.40)	℔.	5.10	—	5.20
Acetate	oz.	—	—	.50
Benzoate	oz.	.43	—	.58
Citrated	℔.	3.80	—	4.05
Hydrobromide	oz.	.44	—	.51
Hydrochlor., (true salt)	oz.	.50	—	.61
Salicylate	oz.	.40	—	.44
Sodio-Benzoate	℔.	4.25	—	4.60
	oz.	.34	—	.38
Sodio-Salic. (oz. .33-.38)	℔.	4.25	—	4.60
Sulphate	oz.	.46	—	.53
Valerate	oz.	—	—	—
Calamine, Pink	℔.	.39	—	.43
Calamus Root, ordinary	℔.	.20	—	.25
White, peeled and split	℔	.57	—	.67
Calcium Acetate, dried	℔.	.97	—	1.07
Benzoate (oz. .18-.24)	℔.	1.80	—	1.90
Bromide	℔.	.95	—	1.05
Chloride, crude	℔.	.10	—	.12
Pure Fused Stick	℔.	1.35	—	1.45
Gran. 72 p.c. Purified	℔.	.40	—	.45
Citrate	℔.	1.35	—	1.45
Cyanide	℔.	.68	—	.80
Formate (oz. .19-.20)	℔.	1.05	—	1.30
Glycerophosphate	℔.	2.10	—	2.17
Hypophosphite	℔.	.95	—	1.00
Iodide (oz. .48-.50)	℔.	5.90	—	6.00
Lactate (oz. .18-20)	℔.	.91	—	1.01
Lactophosphate Sol Powd.	℔.	1.50	—	1.60
Nitrate (oz. .15-.17)	℔.	.65	—	.75
Oxalate	℔.	.90	—	1.00
Peroxide	℔.	2.80	—	2.90
Permanganate	oz.	.34	—	.36
Phenolsulphonate	℔.	.90	—	.96
Phosphate, Precip. Tech.	℔.	.20	—	.24
Acid (oz. .13-.15)	℔.	.70	—	.80
Salicylate	℔.	1.40	—	1.45
Sulphate, Precip., pure	℔.	.37	—	.42
Sulphide, U.S.P.	℔.	.40	—	.47
Tonol (oz. .30)	℔.	—	—	2.80
Calendula Flowers	℔.	1.05	—	1.15
Calomel (See Mercury Chlor. Mild)				
Camboge (see Gamboge)				
Camphor, refined	℔.	.83	—	.95
Squares ¼ lbs.	℔.	.93	—	1.03
ozs. (98-1.05) 24's	℔.	1.01	—	1.07
32's	℔.	.99	—	1.15
Powdered	℔.	1.00	—	1.17
Monobrom. (oz. .28-.31)	℔.	2.65	—	2.75
Canadian Hemp (See Amocypum)				
Canary Seed, Sicily	℔.	—	—	—
Spanish	℔.	.10	—	.12
South American	℔.	.10	—	.12
Cane Sugar (lb. canisters)	℔.	—	—	.30
Canella Bark, powd.	℔.	.75	—	.80
Cannabine Tannate	oz.	—	—	2.70
Cannabis Amer., Herb	℔.	88	—	.98
Indica, Herb	℔.	4.80	—	5.20
Cantharides, Rus., sifted	℔.	1.12	—	1.22
Powdered	℔.	1.32	—	1.42
Chinese	℔.	1.30	—	1.40
Powdered	℔.	1.55	—	1.65
Cerate USP	℔.	2.65	—	2.75
Cantharidin, 5gr. vials	ea.	—	—	1.00
Capsicum	℔.	.25	—	.30
Powdered	℔.	.30	—	.35

Caraway Seed	℔.	.20	—	.25
Powdered	℔.	.30	—	.35
Caramel (Burnt Sugar)	℔.	.32	—	.35
Carbon Disulphide	℔.	.37	—	.48
Tetrachloride	℔.	.26	—	.30
Cardamom Seed, Bleached.	℔.	3.70	—	3.80
Decorticated	℔.	3.00	—	3.10
Powdered	℔.	3.20	—	3.30
Carthamin, 15 gr. v	ea.	—	—	1.00
Carvol	℔.	—	—	2.72
Cascara Amarga	℔.	2.10	—	2.20
Sagrada Bark	℔.	.48	—	.55
Cascarilla Bark	℔.	1.35	—	1.45
Cascarin	oz.	.45	—	.55
Casein Tech.	℔.	.43	—	.45
Casein, Acc. to Hammerstein	oz.	—	—	.55
Cassia Buds	℔.	.38	—	.43
Cassia China	℔.	.17	—	.22
Powdered	℔.	.25	—	.30
Fistula	℔.	.29	—	.39
Castor Fiber	oz.	1.30	—	2.00
Catechu Medicinal (See Gambir)				
Catnip, bulk	℔.	.50	—	.60
Pressed ounces	℔.	.60	—	.70
Caulophyllin	oz.	.70	—	.74
Celery Seed	℔.	.45	—	.50
Centaury Herb. cut Amer.	℔	.40	—	.50
Pressed, ozs.	℔.	.60	—	.70
Ceresin, white	℔.	.25	—	.30
Yellow	℔.	.22	—	.27
Cerium nitrate	oz.	.26	—	.30
Oxalate	℔.	.56	—	.62
Chalk, Precipitated, English				
7-℔. bags	℔.	.12	—	.13
Prepared English, Thomas,				
8-℔. box white	box	.70	—	.78
Pink	box	.80	—	.85
White bbls	℔.	.03	—	.04
Chamomile Flowers Hung.,	℔.	.25	—	.35
Roman	℔.	.58	—	.68
Charcoal, Animal USP	℔	.20	—	.25
Willow, powdered	℔.	.16	—	.18
Wood, powdered	℔.	.08	—	.10
Cherry Laurel Leaves	℔.	.40	—	.47
Cherry Laurel Water	℔.	.40	—	.50
Chestnut Bark	℔.	.20	—	.30
Leaves	℔.	.20	—	.25
Chian Turpentine (see Turpentine Chian)				
Chicle	℔.	1.14	—	1.24
China Clay	℔.	.10	—	.14
China Root	℔.	.25	—	.30
Chinoidine	oz.	.10	—	.12
Chinolin, pure	oz.	—	—	.45
Chiretta	℔.	.35	—	.40
Chloral Hydrate, cryst.	℔.	.85	—	.95
Chloralose	dr.	—	—	.60
Chlorine Water (0.4p.c.Cl.)	℔.	.40	—	.50
Chloroform	℔.	.40	—	.50
Chlorophyll, for Aqueous Sol.	oz.	.30	—	.35
For Alcoholic sol.	oz.	.36	—	.40
Chlorophyll, Tech.	℔.	2.70	—	2.80
	oz.	.28	—	.31
Cholesterin, 15 gr vials	ea.	—	—	.40
10 gr. vials	ea.	—	—	.35
Choleval, scales	oz.	—	—	3.25
Tabs., 0.25 gm. 50's	ea.	—	—	2.30
Chromium Chlor. hydrated	oz.	.70	—	.80
Sulphate scales	℔.	.85	—	.95
Powdered	℔.	.90	—	1.00
Chrysarobin, USP (oz. 40-45)	℔.	4.72	—	4.82
Cimicifuga	℔.	.29	—	.31
Cimicifugin	oz.	—	—	1.00

PRICES CURRENT OF DRUGS, CHEMICALS & PHARMACEUTICALS

Cinchona Bark, pale sel'ct	℔.	.75	—	.85
Red	℔.	1.05	—	1.30
Yellow, Calisaya	℔.	1.15	—	1.25
E. I. Chips	℔.	.60	—	.70
Cinchonidine Alk., pure	oz.	.96	—	1.00
Bisulphate	oz.	.72	—	.75
Hydrochloride	oz.	.92	—	.95
Salicylate	oz.	.92	—	.95
Sulphate	oz.	.48	—	.55
Cinchonine, Alk.	oz.	.67	—	.73
Bisulphate	oz.	.53	—	.56
Hydrochloride	oz.	.53	—	.56
Salicylate	oz.	.60	—	.66
Sulphate	oz.	.40	—	.50
Cinchophen (oz. .55)	℔.	—	—	6.90
Tabs., 7½gr., 100's	ea.		—	1.70
Cinnamon, Ceylon	℔.	.55	—	.65
Saigon	℔.	.42	—	.48
Powdered	℔.	.48	—	.54
Cleaver's Herb	℔.	.20	—	.25
Cloves, Zanzibar	℔.	.40	—	.45
Powdered pure	℔.	.50	—	.55
Pepang	℔.	.75	—	.78
Cobalt, powd. (Fly Poison)	℔.	.90	—	1.00
Carbonate	oz.	—	—	.35
Chloride	oz.	.35	—	.40
Nitrate (oz. .27-.30)	℔.	2.30	—	2.40
Oxide	℔.	3.50	—	3.60
Cocaine, Alk., ⅛oz. v	oz.	14.50	—	15.50
Hydrochlor., cryst. ozs.	oz.	11.00	—	11.50
Cocaine Oleate (See Oleate Cocaine)				
Coca Leaves Huanuco	℔.	—	—	—
Truxillo	℔.	.50	—	.58
Cocculus, Ind., (Fish Ber.)	℔.	.12	—	.18
Powdered	℔.	.23	—	.28
Cochineal Honduras	℔.	.72	—	.82
Powdered	℔.	.92	—	1.02
Cocoa Butter American Single Fingers, wrapped	doz.	—	—	.75
Bulk	℔.	.41	—	.46
American cakes wrapped	℔.	.50	—	.55
Granulated	℔.	.81	—	.85
Codeine, Alk.	oz.	10.80	—	11.25
Hydrobromide	oz.	9.80	—	10.30
Hydrochloride	oz.	9.80	—	10.30
Phosphate	oz.	8.80	—	9.30
Salicylate	oz.	8.30	—	8.60
Sulphate	oz.	9.45	—	9.65
Codeonal Tab. 2½ gr., 10's	ea.	—	—	.40
Cohosh Root, black (See Cimicifuga)				
Blue	℔.	.32	—	.34
Colchicine-Amorphous, 15 gr. vials	ea.	—	—	1.30
5 grain vials	ea.	—	—	.55
Colchium Root	℔	.18½	—	.26½
Powdered	℔.	.30	—	.35
Seed	℔.	.28	—	.33
Powdered	℔.	.33	—	.43
Collodion, USP	℔.	.48	—	.52
Cantharidal, USP	℔.	2.90	—	3.30
Flexible, USP	℔.	.52	—	.56
Styptic, NF	℔.	.80	—	.83
Colocynth, Apples select	℔	.95	—	1.05
Pulp	℔.	.65	—	.75
Colombo Root	℔.	.19	—	.24
Powdered	℔.	.29	—	.34
Coltsfoot Leaves	℔.	.29	—	.34
Comfrey Root, crushed	℔.	.51	—	.55
Comp. Licorice Powder, (See Powder Licorice Comp.)				
Condurango Bark, true	℔	.36	—	.46
Conium Leaves	℔.	.30	—	.40
Seed	℔.	.50	—	.60

Controyerva Root	℔.	—	—	—
Copaiba, So. American	℔.	.62	—	.72
Para	℔.	.54	—	.64
Copal Gum	℔.	.35	—	.45
Copper Acetate, Norm. powd.	℔.	.59	—	.61
Ammoniated	℔.	1.00	—	1.30
Arsenate	oz.	.18	—	.20
Arsenite	oz.	.15	—	.16
Carbonate, Tech	℔.	.46	—	.51
Green, Pure	℔.	.43	—	.47
Chloride, pure cryst.	℔.	.50	—	.60
Hydroxide	℔.	—	—	—
Iodide	oz.	.53	—	.57
Phosphate (oz. .19-.21)	℔.	1.29	—	1.39
Subacetate (Verdigris)	℔.	.50	—	.55
Powdered	℔.	.60	—	.65
Sulphate (Blue Vitriol)	℔.	.15	—	.17
Bbls	℔.	.08	—	.09
Powdered	℔.	.16	—	.20
Copperas (See Iron Sulphate)				
Coriander Seed, natural	℔.	.27	—	.32
Powdered	℔.	.32	—	.35
Cotarnine Hydrochlor., USP.	oz.	10.50	—	11.00
Tabs., ¼-gr. 100's	ea.	—	—	2.10
Hypo. Tabs., ¾-gr. 40's	ea.	—	—	.90
Cotarnine Phthalate (See Styptol)				
Coto Bark	℔.	.35	—	.45
Cotoin Para, ⅛-oz. v.	oz.	—	—	—
Cotton Root Bark	℔.	.37	—	.42
Couch Grass (Doggrass)	℔.	.26	—	.31
Coumarin (See Cumarin)				
Cowhage Down 1-oz cans	oz.	—	—	1.75
Cramp Bark	℔.	.65	—	.75
Cranesbill	℔.	.25	—	.30
Powdered	℔.	.31	—	.38
Cream of Tartar	℔.	.26½	—	.36½
Creosotal (oz. .70)	℔.	9.00	—	9.18
Creosote, USP, (oz. .13-14)	℔.	.65	—	.75
Beechwood, USP	℔.	1.70	—	1.80
	oz.	.23	—	.25
Carbonate	℔.	2.65	—	2.75
Cresol, USP	℔.	.48	—	.57
Cubeb Berries sifted	℔.	1.01	—	1.11
Cudbear	℔.	.30	—	.35
Culver's Root	℔.	.37½	:	.47½
Cumarin (oz. .46-.48)	℔.	4.35	—	4.45
Cumin Seed	℔.	.38	—	.42
Cuttle Fish Bone (See Bone, Cuttlefish)				
Cyanide, Chloride Mixt., Tech. Gran.	℔.	.40	—	.50
Cyanine, 10 gr. vials	ea.	—	—	.65
Damar	℔.	.65	—	.70
Powdered	℔.	.75	—	.80
Damiana Leaves	℔.	.82	—	.92
Herb	℔.	.23	—	.28
Dandelion Herb	℔.	.25	—	.30
Root cut	℔.	.34	—	.39
Daturine Sulph., 5-10-15grv	gr.	.26	—	.30
Deer Tongue Herb	℔.	.39	—	.49
Delphinine Amorph., 15 gr vials	ea.	—	—	1.35
Dextrine Maltose	℔.	—	—	7.75
Dextrin, Corn, White, Yellow	℔.	.12	—	.15
Potato, white or yellow	℔.	.31	—	.36
Dextrose, Solution, Ampoules 25 cc	ea.	—	—	1.30
Ampoules 10 c.c.	ea.	—	—	.65
Dextro Quinine	oz.	—	—	1.05
Digitalin, 10 gr. vials	ea.	—	—	.55
5 gr. v. ea. 35; 15 gr. v.	ea.	—	—	.70

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Digitalis Leaves	℔.	.39	—	.49
Powdered	℔.	.49	—	.59
English	℔.	1.75	—	2.00
Digitoxin Tabs., 1-250 gr.				
100's	ea.	—	—	1.00
Crysts., 15 gr. vials	ea.	—	—	2.75
Dill Seed	℔.	.25	—	.30
Diogen	oz.	.20	—	.25
Dionin (See Morphine Ethyl Hydrochlor.)				
Dita Bark	℔.	.21	—	.25
Dittany Herb	℔.	.25	—	.30
Dog Grass cut (See Couch Grass)				
Dogwood Bark	℔.	.25	—	.30
Dover's Powder, U.S.P.	℔.	3.87	—	3.93
Dragon's Blood, powdered	℔.	.85	—	.95
Reeds	℔.	1.65	—	1.85
Powd. Extra	℔.	1.40	—	1.65
Duboisine, Pure	gm.	—	—	1.95
Sulph., 5to15 gr. tubes	gr.	.15	—	.16
Dwarf Elder	℔.	.60	—	.65
Echinacea Root	℔.	.66	—	.76
Ground	℔.	.76	—	.86
Elaterin, 15 gr. vials	ea.	—	—	1.25
Elaterium, 1 oz. & ½-oz. v	oz	6.60	—	7.15
Elderberries	℔.	.25	—	.35
Elder Flowers	℔.	.30	—	.35
Juice, Sambuci	℔.	—	—	.40
Elecampane Root	℔.	.25	—	.30
Elemi Gum	℔.	.65	—	.75
Elix Pepsin, Lactated	gal.	3.25	—	3.50
Elm Bark, select	℔	.38	—	.43
Ground, pure	℔.	.50	—	.55
Powdered, pure	℔.	.50	—	.55
Emery Powder	℔.	.11	—	.15
Emetin (Resinoid)	oz.	—	—	7.50
Emetine Alkaloid, 15 gr. v	ea.	—	—	2.15
Hydrochloride, 15 gr., v	ea.	—	—	1.70
Epsom Salt (see Magnesium Sulph.)				
Ergot, Russian	℔.	1.50	—	1.60
Powdered	℔.	1.60	—	1.70
Spanish	℔.	1.50	—	1.60
ErgotinBonjean (oz .65-.70)	℔.	8.25	—	8.60
Erythroxylin (Resinoid)	oz.	—	—	6.30
Eserine (Alk.) 5 gr. v	gr.	—	—	.21
Hydrobromide, 5 gr. v.	gr.	—	—	.18
Hydrochloride, 5 gr. v.	gr.	—	—	.18
Salicylate, 15 gr. v.	ea.	—	—	1.95
5 gr. v.	ea.	—	—	.80
Sulphate, 1 gr. tubes	ea.	—	—	.21
5 gr. tubes	ea.	—	—	.80
15 gr.tubes	ea.	—	—	1.95
Eserine Pilocarpine, 5 gr.v.	ea.	—	—	—
Ess. Pepsin	gal.	3.50	—	3.75
Ether Acetic, Pure 90 p c	℔.	.47	—	.57
Absolute, N.F.	℔.	.52	—	.82
Chloric (See Spirit Chloroform)				
Motor	℔.	.43	—	.70
Nitrous Conct.	℔.	1.24	—	1.54
U.S.P. 1880	℔.	.44	—	.75
U.S.P. (Sulphuric)	℔.	.41	—	.73
Valerianic (oz. .35-.38)	℔.	3.20	—	3.30
Washed	℔.	.60	—	.68
Ethyl Acetate (See Ether Acetic)				
Benzoate (oz. .28-.30)	℔.	2.00	—	2.10
Bromide 1-oz. g.s. vial	ea.	—	—	.29
Chloride, 10 gm. tube	ea.	—	—	.56
Hydrocupreine (See Numoquin)				
Hydrocuprine Hydrochlor (See Numoquin (Hydrochl.)				
Iodide, 1 oz. seal tube	oz.	—	—	.65
Eucalyptol, U.S.P.	℔.	1.52	—	1.82
Eucalyptus Leaves	℔.	.25	—	.30
Eugenol, USP (oz. .37-.42)	℔.	4.65	—	4.70
Euonymin, Brown (oz. .85)	℔.	11.20	—	11.50
Green, (oz. .45)	℔.	5.30	—	5.50
Euphorbia Pil. Herb	℔.	.81	—	.91
Euphorbium	℔.	.43	—	.48
Euphorine	oz.	—	—	1.25
Eupyrine	oz.	—	—	1.20
Euquinine (½ ozs .95 oz.)	oz.	—	—	.90
Euresol	oz.	—	—	2.10
Pro Capillis	oz.	—	—	2.10
Extract Apple Ferrated N.F.	℔.	—	—	1.55
Extract Malefern)See Oleoresin Malefern)				
Fennel Seed	℔.	.23	—	.28
Ferrous Oxalate (See Iron Oxalate, Ferrous)				
Feverfew Herb	℔.	.60	—	.70
Fireweed Herb	℔.	.50	—	.60
Flaxseed, Bbl.	ea.	—	—	15.50
Kegs	℔.	.09	—	.10
Less	℔.	.12	—	.16
Ground, Bbl.	℔.	.09	—	.09½
Kegs	℔.	.10	—	.12
Less	℔.	.12	—	.16
Flea Seed	℔.	.70	—	.75
Fluorescein	oz.	...	—	1.40
Fluorescin	oz.	...	—	2.50
Foenugreek Seed	℔.	.16	—	.18
Ground	℔.	.19	—	.21
Formaldehyde, 40 p.c. sol'n	℔.	.24	—	.29
Formosulphate, 1 ℔ .c.b.inc.	℔.	—	—	.50
¼-℔. c.b. incl	ea.	—	—	.20
Fringe Tree Bark	℔.	.45	—	.50
Fuchsine Medicinal	℔.	.90	—	1.00
Fucus Vesiculosus (See Bladderwrack)				
Fuller's Earth	℔.	.06	—	.10
Fustic Chips	℔.	.15	—	.20
Gaduol (oz. 30-35)	℔.	3.30	—	3.40
Galangal Root, selected	℔.	.25	—	.30
Powdered	℔.	.35	—	.40
Galbanum, Strained	℔.	1.10	—	1.20
Galega Vera Herb	℔.	—	—	—
Gambir	℔.	.31	—	.36
Gamboge, Powdered	℔.	1.70	—	1.80
Selected Pipe Bright	℔.	1.71	—	1.81
Gelatin, French, Coignet's	℔.	—	—	—
Silver Label	℔.	.85	—	.90
Gelsemine Hydrobrom., 15 gr. vials	ea.	...	—	2.60
Gelsemium	℔.	.81	—	.85
Gentian Root	℔.	.20	—	.25
Powdered	℔.	.29	—	.34
Geosote	oz.	—	—	2.50
Germander, Herb	℔.	.24	—	.30
Ginger Root, African	℔.	.25	—	.30
Powdered	℔.	.35	—	.40
Jamaica, bleached	℔.	.70	—	.80
Ground	℔.	.60	—	.65
Powdered	℔.	.45	—	.50
Ginseng	℔.	16.00	—	17.00
Glass Wool (oz. .23-.25)	℔.	2;65	—	2.75
Glue, ground	℔.	—	—	.25
Glycerin, USP, 50 ℔ cans	℔.	.30	—	.31
Less	℔.	.35	—	.47
Glycyrrhiza, Ammoniated (See Licorice Ammon.)				
Gold Chloride, Acid, Yellow 15 gr. g.s. vials	doz.	7.10	—	7.20
1 oz. & ⅛ oz.	oz.	15.65	—	16.25
Gold and Sodium Chloride, USP., 15 gr. vials	doz.	4.80	—	5.30
	oz.	8.75	—	9.40

PRICES CURRENT OF DRUGS, CHEMICALS & PHARMACEUTICALS

Gold Thread, (Coptis trifol)	℔.	2.50	—	3.00
Powdered	℔.	2.75	—	3.25
Golden Seal Root	℔.	5.65	—	6.10
Powdered	℔.	7.00	—	7.25
Goose Grease	℔.	1.30	—	1.40
Grains of Paradise	℔.	.29	—	.34
Gravel Plant	℔.	.26	—	.36
Powdered	℔.	.30	—	.35
Grindelia Herb	℔.	.17	—	.22
Powdered	℔.	.25	—	.30
Guaiac Resin	℔.	.60	—	.65
Powdered	℔.	.70	—	.80
Wood Rasped	℔.	.12	—	.15
Guaiacol Liquid	℔.	2.78	—	3.08
	oz.	.30	—	.33
Carbonate (oz .24-.28)	℔	3.35	—	3.50
Tonol, Powd. (oz. .45)	℔.	—	—	5.00
Valerianate (Geosote)	oz.	—	—	—
Guarana (Paullinia)	℔.	2.05	—	2.25
Powdered	℔.	2.45	—	2.65
Gum Damar (See Damar)				
Kino	℔.	.90	—	1.00
Powdered	℔.	1.00	—	1.10
Gun Cotton (Pyroxylin	oz.	.30	—	.40
Gurium Balsam (See Balsam Gurjun)				
Gutta Percha, pieces	℔.	3.50	—	3.75
Solution, (oz. 39-41)	℔.	4.00	—	4.30
Hellebore Root, white powd.	℔.	.25	—	.30
Helonias (See Unicorn Root False)				
Hemlock Bark, crushed	℔.	.20	—	.28
Powdered	℔.	.26	—	.30
Gum	℔.	1.00	—	1.10
Hemoglobin (oz. .20-.23)	℔.	1.15	—	1.25
Hemp Seed	℔.	.14	—	.17
Henbane, Leaves, Eng.	℔.	—	—	—
Domestic	℔.	.55	—	.65
Powdered	℔.	.67	—	.77
Seed	℔.	—	—	.40
Henna Leaves	℔.	.31	—	.36
Powdered	℔.	.34	—	39
Hexamethylenamine	℔.	.92	—	1.05
Hiera Picra	℔.	.83	—	.95
Homatropin Alk. 5 gr. v.	gr.		—	.12
Hypobromide 1 to 15 gr.	gr.	.06	—	.14
Hydrochloride	oz.	18.85	—	19.50
Sulphate, 5 gr. v.	gr.	—	—	.12
Honey, strained	℔.	.30	—	.35
Hops, select	℔.	.35	—	.40
Horehound Leaves	℔.	.25	—	.30
Horse Chestnut Bark	℔.	.25	—	.30
Horse-nettle Berries	℔.	.50	—	.55
Horse Radish Root	℔.	.25	—	.30
Huckleberries	℔.	.60	—	.70
Hydracetin	oz.	—	—	2.50
Hydrangea Root	℔.	.20	—	.25
Hydrastine Alk.	oz.	27.30	—	27.95
Hydrochloride	oz.	27.30	—	27.95
Sulphate	oz.	29.90	—	30.55
Hydrastinine Hydrochloride				
15 gr. v.	ea.	—	—	1.95
10 gr. v.	ea.	—	—	1.45
5 gr. v.	ea.	—	—	.80
Hydrazine Sulphate	oz.	—	—	.80
Hydrogen Dioxide Sol., USP				
lbs. doz. 2.50; gross		—	—	24.00
½lbs., doz. 1.50 gross		—	—	14.50
¼ lbs., doz. 1.00gross		—	—	9.50

Hydroquinon (oz. .22-.24)	℔.	1.80	—	2.00
Hyoscyamin (Resinoid)	oz.	—	—	8.00
Hyoscyamus (See Henbane)				
Hyoseine Hydrobrom.	1gr.		—	
to 15 gr. vials	gr.	.08	—	.16
Hyoscyamine (fr. Bellad.) crysts.				
15 gr. v.	ea.	—	—	1.75
5 gr. v.	ea.	—	—	.75
Hydrobromide 15 gr. v.	ea.	—	—	1.75
5 gr.	ea.	...	—	.75
Sulphate, cryst. 15 gr. v.	ea.	—	—	1.75
5 gr. v.	ea.	—	—	.75
Hypnone	oz.	—	—	2.15
Hyrogolum (Colloidal Mer'y)	oz.	—	—	.85
Hyssop, Herb	℔.	.30	—	.35
Iceland Moss	℔.	.20	—	.30
Ichthyol (oz. .47)	℔.	5.50	—	6.50
Ignatia (Beans) N.F.	℔.	.30	—	.40
Indigo Bengal true	℔.	3.00	—	3.50
Carmine, Dry	oz.	.28	—	.40
Manila	℔.	1.50	—	1.75
Infusorial Earth	℔.	.15	—	.20
Insect Powder	℔.	.50	—	.54
Pure Uncol'd Dal'm.	℔.	.53	—	.57
Inulin, white	oz.	—	—	.56
Iodine, Resublimed	℔.	5.95	—	6.45
Tribromide	oz.	.46	—	.49
Iodoform, (oz. .55-.58)	℔.	7.75	—	8.00
Ipecac Root, Cartagena,	℔.	3.70	—	3.85
Powdered	℔.	4.35	—	4.45
Rio	℔.	3.65	—	3.80
Irish Moss, bleached	℔.	.33	—	.38
Iron, Acetate, dry	℔.	2.15	—	2.25
Albuminate (oz.24-.26)	℔.	2.45	—	2.55
Benzoate	oz.	.29	—	.33
Bromide (.30-.33)	℔.	1.50	—	2.05
Chloride cryst. USP	℔.	.27	—	.30
Chloride (Ferrous)	℔.	.50	—	.55
Citrate, USP,	℔.	1.38	—	1.43
Glycerophosphate, sol	oz.	.36	—	.42
Hypophosphite	℔.	2.18	—	2.24
Iodide (oz. .48-.50)	℔.	5.70	—	5.80
Saccharated	oz.	.20	—	.25
Lactate	℔.	.80	—	.90
Lactophosphate	℔.	1.65	—	1.75
Malate	oz.	—	—	1.18
Nitrate (Solution)	℔.	.41	—	.47
Oxalate (Ferrous)	℔.	.90	—	.95
Oxide (Subcarb.)	℔.	.18	—	.20
Red Sacch'ted	℔.	61	—	.92
Peptonized, Powd.	℔.	1.90	—	2.00
Phos. USP. Sol., Scales	℔.	1.16	—	1.22
Protocarb. (Vallet's M)	℔.	.48	—	.53
Pyrophos, Scales Sol.	℔.	1.22	—	1.27
Quevenne's (by hydrogen)	℔.	1.15	—	1.25
Sesquichloride	℔.	—	—	—
Subsulphate	℔.	.35	—	.43
Solution (Monsel's)	℔.	.23	—	.26
Succinate (oz. .32-.35)	℔.	3.30	—	3.40
Sulph. (Copperas) kegs	℔.	.06½	—	.09½
Sulph. Cryst. Pure	℔.	.17	—	.22
Dried	℔.	.20	—	.30
Tersulph. (Solution USP)	℔.	.23	—	.26
Tonol, Powd., (oz..45)	℔.	—	—	5.00
Scales (oz..50)	℔.	—	—	5.25
Valerate	℔.	4.00	—	4.10
& Ammon. Cit., Sol.	℔.	1.06	—	1.11
& Ammon. Tartrate	℔.	1.43	—	1.49
& Potass, Tartrate, scales	℔.	1.40	—	1.48
& Quinine Citrate	℔	4.55	—	4.65
Quin & Strychn. Cit	℔.	5.20	—	5.30

Prices Current of Drugs, Chemicals & Pharmaceuticals

Isinglass, Russian	℔	8.00	—	8.50
American	℔.	1.25	—	1.35
Brazil Shreds	℔.	4.55	—	4.75
Japanese (Agar Agar)	℔.	1.85	—	1.95
Powdered	℔.	2.00	—	2.10
Jaborandi Leaves	℔.	.24	—	.34
Jalap Root		.58	—	.64
Powdered	℔.	.65	—	.75
Jamaica Dogwood	℔.	.30	—	.35
Jambul Seed	℔.	.65	—	.75
Jequirity Seed, Abrus Procatorius	℔.	.45	—	.50
Jobs Tears	℔.	.30	—	.40
Juglans (See Butternut Bark)				
Juglandin (Resinoid)	oz.	.35	—	.40
Juniper Berries	℔.	.15	—	.20
Kamala	℔.	1.68	—	1.88
Powdered	℔.	1.95	—	2.15
Purified	℔.	—	—	—
Kaolin	℔.	.12	—	.17
Kava Kava	℔.	.29	—	.34
Powdered	℔.	.36	—	.46
Kino Gum	℔.	1.15	—	1.25
Powdered	℔.	1.25	—	1.35
Kola Nuts, small and large	℔.	.15	—	.25
Powdered	℔.	.25	—	.35
Lactucarium (oz. .48-.49)	℔.	5.75	—	6.00
Lady Slipper Root	℔.	.80	—	.90
Larkspur Seed	℔.	3.60	—	3.85
Powdered	℔.	3.85	—	4.10
Lavender Flowers	℔.	.52	—	.62
Extra select	℔.	.70	—	.80
Lead Acetate, (sugar)	℔	.36	—	.43
Arsenate Paste	℔.	.25	—	.30
Powdered	℔.	.27	—	.32
Carbonate, Medicinal,	℔.	.32	—	.42
Chloride (oz. 18-22)	℔.	.80	—	.90
Iodide, powdered	℔.	4.22	—	4.32
Nitrate, Tech	℔.	.40	—	.45
USP 8th Rev., Pure	℔.	.50	—	.60
Oxide, Yellow (See Litharge)				
Lecithin	oz.	1.55	—	1.70
Leeches, best Swedish	doz.	—	—	1.25
Lemon Balm (See Balm Lemon)				
Lemon Peel Ribbons	℔.	.20	—	.25
Levulose Cryst.	oz.		—	2.05
Syrup (oz. 35)	℔.	3.40	—	3.70
Ground	℔.	.20	—	.25
Licorice, domestic sticks box of 30	box	—	—	1.85
Italian Sticks 16's	℔.	.55	—	.60
Mass Spanish	℔.	.45	—	.55
Root, Russian cut	℔.	.25	—	.35
Powdered	℔.	.40	—	.45
Spanish, bundles	℔.	.25	—	.30
Licorice Ammoniated	oz.	—	—	.46
Life-Everlasting Herb	℔.	.25	—	.30
Life-root, N.F.	℔.	.25	—	.30
Lilacine (See Terpineol)				
Lily of the Valley Flowers	℔.	.60	—	.70
Lime, Chlorinated bulk	℔.	.06	—	.11
Sulphurated, USP	℔.	.40	—	.50
Linaool	℔.		—	7.50
Liniment Ammonia, USP	pt.	—	—	1.00
Camphor, USP (pt. .90-.96)	gal	3.70	—	3.75
Chloroform, USP	gal.	3.50	—	3.75
Soap, U.S.P.	gal.	2.00	—	2.25
Soft Soap U.S.P.	gal.	4.20	—	4.50
Lippia Mexican Herb	℔	1.80	—	1.90
Litharge	℔.	.20	—	.25
U.S.P.	℔.	.25	—	.30
Lithium acetate (oz. .32-.37)	℔.	2.95	—	3.05
Benzo-salicylate	℔.	2.45	—	2.50
Benzoate (oz. .28-.31)	℔.	2.28	—	2.38
Bromide	℔.	2.65	—	2.75
Carbonate	℔.	2.10	—	2.17
Chloride (oz. .30-.33)	℔.	2.66	—	2.76
Citrate	℔.	2.30	—	2.37
Glycerophos	℔.	—	—	—
Iodide (oz. 75-80)	℔.	7.25	—	7.35
Phosphate, gran.	℔.	3.64	—	3.74
Salicylate (oz. .22)	℔.	2.00	—	2.10
Tonol (oz. .90)	℔.	—	—	11.60
Liverwort Leaves	℔.	.35	—	.45
Lobelia Herb	℔.	.54	—	.64
Powdered	℔.	.68	—	.78
Seed, cleaned	℔.	1.50	—	1.60
Lobelin (Resinoid)	oz.	.80	—	1.10
Lodestone	℔.	.35	—	.40
London-Purple	℔.	.21	—	.25
Lovage Root sel., white	℔	.70	—	.80
Seed	℔.	.60	—	.70
Lunar Caustic (Silver Nitrate Sticks)				
No. 2—67 p.c.	oz.	—	—	.68
No. 3—50 p.c.	oz.	—	—	.53
No. 4—33½ p.c.	oz.	—	—	.45
Lungwort Leaves	℔.	.45	—	.55
Lupulin Com'l True Natural	℔.	2.50	—	2.75
Lycopodium	℔.	1.35	—	1.40
Mace, whole	℔.	1.55	—	1.65
Powdered	℔.	1.65	—	1.75
Madder, Dutch	℔.	.55	—	.60
Magnesia, Calcined (See Magnesium Oxide)				
Magnesium Benzoate	oz.	.25	—	.30
Bromide	oz.	—	—	.26
Carbon, USP, 4 oz. cubes	℔.	.35	—	.40
2 oz cubes	℔	.37	—	.45
Powdered, USP	℔.	.24	—	.26
Technical, kegs	℔.	.12	—	.16
Chloride, N.F.	℔.	.32	—	.42
C.P.	℔.	.44	—	.48
Glycerophosphate	℔.	4.45	—	4.50
	oz.	.38	—	.40
Hypophosphite, pure	℔.	1.68	—	1.78
Iodide	oz.	—	—	.66
Lactate	oz.	.32	—	.35
Lactophosphate	oz.	.33	—	.37
Metal powdered	oz.	.27	—	.30
Ribbon,	oz.	.35	—	.40
Nitrate	℔.	.62	—	.68
Oxide Heavy USP	℔.	.75	—	.80
Light, USP	℔.	.70	—	.75
Peroxide (See Magnesium Superoxol)				
Phosphate, pure	℔.	.60	—	.68
Salicylate	℔.	1.15	—	1.25
Sulphate (Sal Epsom) keg	℔	—	—	.03½
Less	℔.	.05	—	.08
C. P. Cryst.	℔.	.23	—	.33
Dried	℔.	.22	—	.29
Superoxol (oz. .45-50)	℔.	5.90	—	6.00
Tonol (oz. .40)	℔.	—	—	4.65
Malefern Root	℔.	.25	—	.30
Powdered	℔.	.30	—	.35
Malt	℔.	—	—	—
Maltose cryst. (oz. .95)	℔.		—	13.15
Malva Flowers, large	℔.	—	—	—
Black Flowers	℔.	1.04	—	1.14
Blue, small	℔.	.75	—	.85
Leaves	℔.	.20	—	.25
Manaca Root	℔	.30	—	.35
Mandrake Root	℔.	.29	—	.35
Powdered	℔.	.36	—	.41

PRICES CURRENT OF DRUGS, CHEMICALS & PHARMACEUTICALS

Manganese Bromide	oz.	.30	—	.36
Chloride cryst.	℔.	.38	—	.42
Powd., Dried,	℔.	.80	—	.87
Glycerophosphate	oz.	.34	—	.39
Hypophos. (oz. .28-.30)	℔.	2.20	—	2.30
Iodide	oz.	.60	—	.66
Lactate	oz.	—	—	.32
Oxide, black, powder	℔.	.15	—	.25
Peptonized	℔.	2.65	—	2.75
Peroxide, pure	℔.	—	—	—
Phosphate	oz.	.23	—	.25
Sulph. N. F. cryst.	℔.	.45	—	.55
Tonol. (oz. .40)	℔.	—	—	4.65
Manna, flake large	℔.	1.16	—	1.25
Small	℔.	.68	—	.75
Manuit, pure	℔.	4.70	—	4.90
Marigold Flowers, D'mstic	℔.	.90	—	1.00
Marjoram, Leaves	℔.	.55	—	.60
Mastic	℔.	.73	—	.83
Matico Leaves	℔.	.52	—	.57
Melilotus, N.F.	℔.	—	—	—
Menthol, cryst. (oz.45.55)	℔.	6.25	—	6.50
Mercury	℔.	1.90	—	2.00
Ammoniated	℔.	2.30	—	2.36
Bichloride	℔.	1.60	—	1.66
Powdered	℔.	1.80	—	1.86
Bisulphate	℔.	1.40	—	1.50
Chloride Mild (Calomel)	℔.	1.85	—	2.04
Cyanide	℔.	3.42	—	3.52
Iodide, Green (Proto)	℔.	5.58	—	5.85
Red, Biniodide	℔.	5.73	—	6.01
Yellow (See Green)				
Nitrate, Mercuric	oz:	—	—	.31
Mercurous (Normal)	oz.	—	—	.34
Oleate, (See Oleate Mercury)				
Oxide, Red (red pre.)	℔	2.14	—	2.18
Yellow	oz.	.24	—	.28
Salicylate	oz.	.30	—	.34
Sulphocyanate	℔.	2.07	—	2.17
Subsulph. (Turp. M'in'l	℔.	2.37	—	2.47
and Chalk	℔.	1.11	—	1.39
and Potassium Iodide	oz.		—	.60
Methyl Benzoate	oz.	—	—	.25
Methyl Salicylate	℔.	.49	—	.60
MethyleneBlue (oz.28-.30)	℔	2.60	—	2.90
Mezereum Root	℔.	.25	—	.30
Millet Seed	℔.	.17	—	.31
Mixture Bordeaux, 1-℔ .cart	℔.	.30	—	.35
Mixture Brown, USP	gal.	1.75	—	2.00
Pectoralis (Stoke's Expectorant)	gal.	2.57	—	2.65
Rhubarb & Soda	gal.	2.00	—	2.35
Monesia Bark	℔.	.30	—	.35
Morphine Acet., ½oz. v.	oz.	9.70	—	10.40
Alkaloid	oz.	12.25	—	13.45
Ethyl Hydrochloride	oz.	16.75	—	17.40
Hydrobromide, ½-oz. v.	oz.	9.00	—	9.50
Hydrochloride, ½-oz. v.	oz.	9.50	—	10.10
Meconate	oz.	9.90	—	10.20
Sulphate, 1-oz. v.	oz.	9.60	—	10.30
Valerate, ½-oz. v.	oz.	—	—	—
Mullein, Flowers, 1 ℔ cans	℔	Nominal		
Powdered	℔	Nominal		
Leaves	℔.	.30	—	.35
Musk Root (see Sumbul)				
Mustard Seed, black	℔.	.20	—	.25
Ground	℔.	.25	—	.35
White	℔.	.20	—	.25
Myricia (Resinoid)	oz.	—	—	.60
Myrrh	℔.	.60	—	.70
Extra Select	℔.	.75	—	.85
Powdered	℔.	.90	—	1.00
Gran.	℔.	.85	—	.95
Naphthalene, flake or balls	℔	.10	—	.12
Naphthol, Alpha	℔.	—	—	—
Beta, resub., (See Betanaphthol)				
Narceine, Alkaloid	oz.	—	—	13.00
Narcotine, pure ½-oz. v.	oz.	3.25	—	3.40
Nettle Leaves	℔.	.50	—	.60
Root	℔.	.60	—	.70
Nickel Acetate	oz.	—	—	.25
Bromide	oz.	—	—	.25
Chloride	℔.	.70	—	.75
Sulphate	℔.	.33	—	.38
and Ammon. Sulph.	℔.	.30	—	.35
Night-blooming cereus	℔.	—	—	—
Numoquin Base (Ethyl Hydrocupreine) (Optochin	oz.	20.50	—	21.00
Numoquin Hydrochlor.	oz.	20.50	—	21.00
Nutgalls	℔.	.25	—	.30
Powdered	℔.	.35	—	.45
Nutmegs	℔.	.70	—	.80
Extra large 80 to ℔	℔.	.75	—	.85
Ground	℔.	.75	—	.85
Nux Vomica	℔.	.15	—	.20
Powdered	℔.	.20	—	.25
Oil, Almond, bitter	℔.	5.15	—	5.60
Without acid	℔.	6.27	—	6.37
Almond sweet French (See Oil Peach Kernels)				
Almond, sweet USP	℔.	1.11	—	1.21
Amber, crude bark	℔.	.60	—	.95
Rectified	℔.	1.15	—	1.35
Angelica	oz.	3.30	—	3.50
Aniline	℔.	.40	—	.45
Aniseed, Star	℔.	.95	—	1.05
Apricot, Kernels	℔.	.88	—	.93
Bay	℔.	3.60	—	3.70
Benne (Sesame) American	gal.	2.25	—	2.50
Bergamot (oz. .50-.55)	℔.	6.75	—	7.15
Artificial	℔.	2.50	—	2.70
Betula, Crude	℔.	2.30	—	2.40
Birch, Black (Betula)	℔.	2.45	—	2.55
Cade	℔.	.52	—	.62
Cajuput, Bottle	℔.	1.43	—	1.53
Calamus	oz.	.70	—	.80
Camphor	℔.	.35	—	.45
Caraway	℔.	2.15	—	2.30
Cardamom	oz.	—	—	4.15
Cassia (USP)	℔.	2.95	—	3.15
Castor, AA, 40 ℔ cans	℔.	.17	—	.18
Less than cans	℔.	.27	—	.39
Odorless & Tasteless, 40 ℔ cans	℔.	.18	—	.19
Less than cans	℔	.29	—	.40
Cedar Leaves, pure	℔.	1.45	—	1.55
Technical	℔.	.55	—	.65
Wood	℔.	.71	—	.78
Celery	oz.	1.05	—	1.25
Chamomile	oz.	7.50	—	8.00
Chaulmoogra	℔.	1.55	—	1.65
Cherry Laurel	oz.	.95	—	1.05
Cinnamon, Ceylon	oz.	1.20	—	1.30
Citronella	℔.	.83	—	.98
Cloves	℔.	2.65	—	2.75
Cocoanut	℔.	.33	—	.38
Cod Liver, Newfl'd.	gal.	1.20	—	1.30
Norwegian	gal.	1.55	—	1.75
Copaiba, pure	℔.	.70	—	.75
Coriander	oz.	.90	—	1.15
Cottonseed, yellow	gal.	1.45	—	1.65
Croton	℔.	1.50	—	1.65
Cubeb	℔.	6.05	—	6.30
Cumin	℔.	14.50	—	15.25
Dill	oz.	.47	—	.52
Ergot	℔.	1.40	—	1.45

Prices Current of Drugs, Chemicals & Pharmaceuticals

Oil Erigeron true	℔.	7.25	—	7.50
Eucalyptus, Glob	℔.	.95	—	1.15
Fennel Seed, pure	℔.	2.00	—	2.10
Galangal	oz.	1.30	—	1.50
Garlic	oz.	21.00	—	23.00
Gaultheria Leaf (See Wintergreen, true)				
Geranium, Rose	℔.	5.25	—	6.00
Bourbon	℔.	5.00	—	5.50
Ginger (oz. .60-.70)	℔.	9.25	—	9.70
Gingergrass	℔.	4.00	—	4.20
Goldenrod	oz.	.50	—	.60
Hemlock	℔.	1.30	—	1.50
Henbane, Infused	℔.	.70	—	.90
Horsemint (oz. .45)	℔.	6.25	—	6.35
Juniper Berries	℔.	2.70	—	2.90
Lard	gal.	1.60	—	1.70
Lavender, Mitcham	oz.	2.25	—	2.50
Garden, French	℔.	1.15	—	1.25
Flowers	℔.	6.35	—	6.55
Lemon, Calif	℔.	2.90	—	3.00
Italian	℔.	2.90	—	3.05
Terpeneless	oz.	1.00	—	1.10
Lemongrass	℔.	1.85	—	2.00
Limes, Distilled	℔.	7.75	—	8.25
Expressed	℔.	9.55	—	9.65
Linseed Raw bbl	gal.	1.12	—	1.17
Less	gal.	1.52	—	1.62
Boiled bbl	gal.	1.17	—	1.27
Less	gal.	1.57	—	1.67
Lobelia	oz.		—	.75
Mace, distilled	oz.	—	—	.25
Malefern (See Oleoresin Malefern)				
Melissi (oz. .75)	℔.	—	—	9.30
Mineral, White, Amer	gal	1.40	—	1.65
Mineral Rus. White	gal.	2.00	—	2.25
Mirbane	℔.	.37	—	.45
Mullein (oz. .30-.45)	℔.	2.30	—	2.40
Musk, Tonquin	oz.	42.00	—	42.50
Mustard, artificial	oz.	.30	—	.35
Essential	oz.	1.45	—	1.55
Neatsfoot	gal.	1.60	—	1.75
Neroli, Bigarade, best	oz.	10.00	—	10.50
Petale, Extra	oz.	11.00	—	11.50
Nutmeg	℔.	2.50	—	2.60
Olive Lucca Cream	gal.	3.75	—	4.00
Malaga Green	gal.	2.80	—	2.90
Opoponax	oz.	—	—	—
Orange bitter	℔.	3.30	—	3.50
Sweet Italian	℔.	4.05	—	4.30
West Indian	℔.	3.00	—	3.25
Terpeneless	oz.		—	6.00
Origanum, mixture	℔.	.65	—	.75
Palm, Lagos	℔.	.16	—	.20
Kernel	℔.	.36	—	.40
Paraffin (Lubricating)	gal.	.40	—	.75
Light	gal.	1.55	—	1.65
Patchouli	oz.	.55	—	.60
Peach Kernels Sw Persic	℔.	.70	—	.80
Peanut (pt. .47)	gal.	1.80	—	1.90
Pennyroyal	℔.	3.75	—	3.85
Pepper, Black (Oleoresin USP)	℔.	4.05	—	4.25
Peppermint Redistilled	℔.	18.75	—	20.75
Natural	℔.	17.25	—	18.25
Phosphorated (oz. .15)	℔.	...	—	1.00
Pimento	℔.	6.00	—	6.25
Pine Needles	℔.	2.20	—	2.30
Pinus Pumilionis	℔.	3.50	—	3.75
Sylvestris (oz. .27)	℔.	2.50	—	2.60
Poppy, true	℔.	.90	—	1.00
Rape Seed	gal.	1.95	—	2.05
Rhodinol	oz.	—	—	2.40
Rhodium	oz.	.90	—	1.00

Oil Rosemary Flowers	℔.	1.05	—	1.15
Rose Kissanlik	oz.	13.00	—	14.00
Artificial	oz.	4.00	—	4.10
Trieste	℔.	1.05	—	1.15
Rue, pure	oz.	.40	—	.50
Sandalwood, East Indian	℔.	9.00	—	9.20
West Indian	℔.	5.00	—	5.50
Sassafras	℔.	1.82	—	1.92
Synthetic	℔.	.72	—	.82
Savin	℔.	5.00	—	5.10
Skunk	℔.	.75	—	.85
Spearmint	℔.	9.75	—	10.75
Sperm., winter blchd.	gal.	1.60	—	1.70
Spruce	℔.	1.25	—	1.45
Tansy	℔.	8.00	—	8.65
Tar, USP	gal.	1.00	—	1.15
Thyme commercial	℔.	.77	—	.87
Red, No. 1,	℔.	1.85	—	1.95
White	℔.	1.67	—	1.77
Turpentine rectified	℔.	.45	—	.55
Venice (formerly known as Venice Turpentine Artif.	℔.	.42	—	.47
Verbena, fine	oz.	—	—	.55
Vetivert	oz.	1.90	—	2.00
Whale	gal.	1.40	—	1.60
Wine, Etheral, light	℔.	1.90	—	2.20
Heavy, true f. grapes	℔.	2.25	—	2.55
Wintergreen, true	℔.	5.75	—	5.85
Synthetic (See Methyl Salicylate)				
Wormseed	℔.	6.05	—	6.20
Wormwood	℔.	7.25	—	8.50
Ointment, Citrine	℔.	.77	—	.87
Diachylon	℔.	1.00	—	1.10
Iodine	℔.	1.40	—	1.50
Mercurial, 50 p.c.	℔.	1.43	—	1.66
Mercurial, Dil., 30 p.c.	℔.	1.11	—	1.34
Zinc Oxide	℔.	.50	—	.55
Oleate Aconitine, 2 p.c.	oz.	—	—	1.00
Atropine, 2 p.c.	oz.	—	—	1.00
Cocaine, 5 p.c. Alk	oz.		—	1.00
Mercury, USP, 25 p.c.	oz.	—	—	.25
Quinine, 25 p.c.	oz.	.80	—	.85
Veratrine, N.F. 2 p.c.	oz.	—	—	.50
Oleoresin Capsicum	oz.	.28	—	.32
Ginger	oz.	.25	—	.30
Malefern (oz. 32-34)	℔.	3.10	—	3.20
Pepper (See Oil Pepper, Black)				
Olibanum Garblings	℔.	.30	—	.40
Tears	℔.	.29	—	.39
Powdered	℔.	.37	—	.42
Opium (Natural)	℔.	14.00	—	14.50
Granulated	℔.	16.00	—	16.50
Powdered	℔.	16.00	—	16.50
Extract	oz.	1.50	—	1.60
Orange Flowers	℔.	2.25	—	2.50
Peel Bitter	℔.	.15	—	.25
Sweet	℔.	.25	—	.30
Orris Florentine	℔.	.16	—	.21
Select Finger	℔.	1.47	—	1.57
Verona	℔.	.20	—	.30
Oxgall, purified USP	℔.	1.95	—	2.40
Oxyquinolin, Sulph. (oz. 90)	℔.	—	—	13.00
Ozokerite, purified	℔.	.30	—	.40
Palladium Dichloride, 15 gr.	v.ea.	—	—	2.50
Pancreatin (oz. .32-.36)	℔	3.10	—	3.45
Papain (oz. .55-.60)	℔.	7.65	—	7.95
Papaverine Hydrch. Gm.	v.ea.	—	—	2.25
Paprika pods. Hungarin	℔.	.75	—	.85
Parafin	℔.	.08	—	.12
Paraform, S&G (oz. .20)	℔.	—	—	1.40
Paraformaldehyde	℔.	.75	—	.80
Paraguay Tea	℔.	.35	—	.55

PRICES CURRENT OF DRUGS, CHEMICALS & PHARMACEUTICALS

Paraldehyde, USP	lb.	1.55	1.85
Paraphenylenediamine Tech	lb.	2.25	2.55
Purified oz. .48)	lb.	5.36	5.37
Pareira Brava Root	lb.	.38	.40
Powdered	lb.	.45	.50
Parsley Seed	lb.	.30	.35
Passion Flowers, N.F.	lb.	.30	.35
Pastilles, Fumig, black	lb	.55	.60
Red	lb.	.60	.65
Patchouli Leaves	lb.	.35	.40
Pelletierine Sulph. 15 gr.v.	ea.	—	—
Tannate	oz.	8.45	9.10
5gr.v. .35; 15 gr.v.	ea.		.55
Pellitory Root	lb.	.46	.50
Pennyroyal, Herb	lb.	.27	.31
Pepper, black clean sift	lb.	.40	.45
White	lb.	.55	.60
Peppermint Leaves	lb.	.65	.75
Leaves pressed, ozs.	lb.	.90	1.00
Pepsin, USP	lb.	3.10	3.45
Peptone	lb.	1.90	2.20
Persian Berries	lb.	.45	.55
Petrolatum USP white	lb.	.25	.30
Yellow	lb.	.16	.20
Phenol-bismuth	oz.	—	.80
Phenolphthalein (oz..23-.25)	lb.	1.90	2.00
Phenylhydrazin Base (oz. 1.15)	lb.	15.90	16.35
Hydrochloride (oz.1.00)	lb.	13.30	13.75
Phosphorus, Amorphous,	lb.	1.40	1.60
Pichi Herb	lb.	.15	.20
Pilocarpine, Alk., 5 gr. v.	ea.	—	.45
Hydrobromide, 5 gr. v.	ea.	—	.50
Hydrochloride	oz.	4.75	5.66
5gr.v. .20; 15gr.v.	ea.		.40
Nitrate, 5gr.v. .20;	oz.	5.85	6.50
Salicylate 5 gr. v.	ea.	...	.45
Sulphate, 5 gr., vials	ea.	...	.40
Pimento (See Allspice)			
Pimpinella Root	lb.	.72	.80
Pink root true	lb.	1.34	1.44
Piperazine	oz.	—	3.50
Piperidine	oz.	—	—
Hydrochloride	oz.	—	4.00
Piperin (oz. .74-.77)	lb.	10.50	10.86
Pipsissewa Leaves	lb.	.35	.40
Pitch, Black, Common	lb.	—	.15
Burgundy, American	lb.	.16	.18
Pleurisy Root	lb.	.35	.40
Plumbago, Powd.,	lb.	.18	.20
Podophyllin (Resin)	lb.	6.50	6.60
Poke Berries	lb.	.26	.30
Root	lb.	.23	.27
Polypody Root,	lb.	.30	.35
Pomegranate Bark of Fruit	lb.	.55	.69
Bark of Root	lb.	.67	.75
Poplar Buds, (See Balm Gilead Buds)			
Black	lb.	—	—
Poppy Heads	lb.	.70	.75
Poppy Flowers, Red	lb.	[illegible]	.60
Seed, Blue (Maw)	lb.	[illegible]	.25
White	lb.	.31	.35
Potash, Caustic, Pure stks	lb.	.70	.74
Purified Sticks	lb.	.55	.60
Potassium Acetate	lb.	.77	.80
Arsenate	oz.	.22	.26
Arsenite	oz.	.13	.20
Benzoate	oz.	.25	.30
Bicarbonate	lb.	.20	.29
Bichromate Tech	lb.	.27	.35
Binoxalate	lb.	.40	.45
Bisulphate, cryst.	lb.	.60	.70
C.P.	lb.	.70	.80

Pot. Bitartrate (See Cream of Tartar)			
Boro-tartrate	lb.	.90	.95
Bromide	lb.	.60	.76
Carbonate USP	lb.	.25	.30
Carbonate Ref. (Sal.Tar.)	lb.	.26	.32
Chlorate, crystals	lb.	.15	.20
Granulated	lb.	.25	.31
Powdered	lb.	.13	.17
Chloride, N.F.	lb.	.80	.90
Chromate	lb.	.55	.60
Citrate	lb.	.91	1.01
Cyanide (90-95 p.c.)	lb.	.90	.95
Fluoride	lb.	1.05	1.15
Glycerophosphate	lb.	2.00	2.10
Guaiacol Sulphonate	lb.	2.35	2.45
Hypophos. (oz. .23-.25)	lb.	1.25	1.35
Iodate	oz.	—	.52
Iodide	lb.	4.15	4.20
Lactophosphate	oz.	.30	.36
Lactate, 75-80 p.c.	lb.	1.55	1.65
Metabisulphite	lb.	.30	.36
Nitrate	lb.	.12	.16
Powdered	lb.	.14	.17
C.P.	lb.	.50	.55
Percarbonate	oz.	—	—
Permanganate	lb.	.35	.40
Phenolsulphonate	oz.	.14	.18
	lb.	1.25	1.32
Phosphate C.P.	oz.	.20	.25
Prussiate, Red Tech	lb.	.55	.60
Yellow	lb.	.31½	.43½
Salicylate (oz. .18-.20)	lb.	1.10	1.15
Silicate, Tech.,	lb.	—	—
Solution, Com.	lb.	—	—
Sulphate	lb.	.29	.31
Sulphide	lb.	.40	.45
Pure	lb.	.75	.95
Sulphite, Pure	lb.	.70	.80
Tartrate, Powdered (Soluble Tartar)	lb.	.90	1.00
Tonol (oz. .30)	lb.	—	2.85
Powder, Aromatic, U.S.P.	lb.	—	1.90
Composition, N.F.	lb.	—	1.20
Curry	lb.	—	.70
Licorice Comp., U.S.P.	lb.	.25	.30
Morphine Comp. (See Tully's)			
Seidlitz			
Ten in tin boxes	gross	18.50	19 00
Tens in tin boxes	doz.	1.65	1.75
Tully's	lb.	—	7.00
Prickly Ash Bark	lb.	.28	.35
Powdered	lb.	.34	.37
Berries	lb.	.79	.89
Psyllium (See Flea Seed)			
Pulsatilla Herb	lb.	.41	.51
Pumice Stone, Pieces	lb.	.10	.12
Powdered	lb.	.12	.15
Floated	lb.	.14	.20
Pumpkin Seed	lb.	.30	.35
Pyoktanin Yellow & Blue	oz.	4.00	4.50
Pyramidon (oz. .80)	lb.	—	9.00
Neutral Camphorate	oz.	—	2.50
Salicylate	oz.	—	2.00
Pyridine, Medicinal	lb.	2.40	2.50
Pyrocatechin, Resublimed	oz.	...	.85
Quassia, rasped	lb.	.20	.25
Powdered	lb.	.25	.30
Quebracho Bark	lb.	.25	.30
Queen of Meadow Herb.	lb.	.25	.30
Quince Seed	lb.	1.75	1.85
Quinidine Alkl., cryst.	oz.	1.16	1.24
Sulph.	oz.	.85	.91

PRICES CURRENT OF DRUGS, CHEMICALS & PHARMACEUTICALS

Quinine, Alkaloid	oz.	.81	.87
Acetate	oz.	.90	1.10
Arsenate	oz.	.90	1.10
Arsenite	oz.	.93	1.13
Benzoate	oz.	.90	1.10
Bisulphate	oz.	.50	.53
Citrate	oz.	.70	.80
Ethyl carbonate (See Euquinine)			
Formate	oz.	.87	1.07
Glycerophosphate	oz.	1.00	1.16
Hydrobromide	oz.	.70	.77
Hydrochloride	oz.	.70	.77
Hypophosphite	oz.	.93	1.03
Lactate	oz.	—	—
Salicylate	oz.	.72	.79
Sulphate 100 oz tins	oz.	.40	.43
10 to 25 oz tins	oz.	.46	.49
1 to 5 ozs.	oz.	.50	.53
Tannate	oz.	.61	.65
To·ol	oz.	—	1.80
Valerate	oz.	1.00	1.13
and Urea Dihydrochloride	oz.	1.00	1.13
Quinine Pills, 2 gr.bot. 500	ea.	—	2.50
Bot. 1,000	ea.	—	4.60
5 gr. bot/ 500	ea.	—	5.15
Bot. 1,000	ea.	—	9.90
Rape Seed, English	lb.	.10	.15
Raspberries dried	lb.	1.30	1.40
Red Saunders	lb.	.30	.35
Rennet, powder	oz.	—	.75
Resin, common	lb.	.10	.12
Good, strained	lb.	.13	.14
Powdered	lb.	.20	.25
Resorcin, (oz. .32-.35)	lb.	3.04	3.70
Rhamnin (Resinoid)	oz.	—	1.00
Rhatany Root	lb.	.21	.26
Rhubarb, E. I. Flat	lb.	1.55	1.65
Fingers, No 1	lb.	2.55	2.75
Round	lb.	.55	.60
Powdered	lb.	.79	.99
Extra	lb.	1.65	1.75
Saw Dust	lb.	.65	.75
Rice Flour	lb.	.20	.25
Rochelle Salt	lb.	.29	.33
Rose Leaves, pale	lb.	.35	.45
Red	lb.	2.25	2.45
Rosemary Flowers	lb.	.65	.75
Leaves	lb.	.32	.37
Rosin-weed, leaves	lb.	.25	.30
Rotten Stone	lb.	.15	.20
Rubidium Carbonate, 15 gr.v.	ea.	—	—
Iodide	oz.	—	—
Rue Herb, Pressed	lb.	.50	.60
Sabadilla Seed	lb.	.41	.45
Powdered	lb.	.51	.56
Saccharin, Refined, USP.	oz.	.20	.26
Soluble USP	oz.	.20	.26
Saffron, Amer, (safflower)	lb	.80	.85
Spanish, True, Valencia	oz.	2.75	2.85
	lb.	26.00	27.00
Sagapenum Gum	lb.	—	—
Sage Leaves, Italian	lb.	.20	.25
Italian Powd.	lb.	.30	.40
Domestic	lb.	.46	.50
St. John's Bread	lb.	.25	.30
Salicin (oz. .45-.50)	lb.	6.75	6.90
Salol	lb.	1.21	1.25
Sandalwood	lb.	.40	.45
Ground	lb.	.45	.50
Sandarac Gum, clean	lb.	.64	.74
Sanguinarin (Resinoid)	oz.	3.50	4.00
Santonin	oz.	12.80	13.00
Cones, Red 1 gr.	per 100	—	5.25
White ½ gr.	per 100	—	3.00
Saponin, crude (oz. .24-.26)	lb.	1.65	1.95
Pure (oz. .25-.27)	lb.	2.00	2.30
Sapotoxin	oz.	6.60	7.15
Sarsaparilla Root Hond. cut	lb.	.72	.82
Mexican cut	lb.	.68	.74
Powdered	lb.	.74	.80
Sassafras, Pith.	lb.	.20	.25
Bark	lb.	.38	.48
Savin Leaves	lb.	.25	.30
Saw Palmetto Berries	lb.	.50	.55
Scammony, Resin (oz. .25-.30)	lb.	2.10	2.30
Scammony Root	lb.	.20	.30
Scarlet Red, Biebrich, Medl.	oz.	1.05	1.15
Scopolamine (see Hyoscine)			
Seidlitz Mixture	lb.	.30½	.34½
Senega Root	lb.	1.00	1.07
Powdered	lb.	1.32	1.42
Senegal Gum	lb.	.28	.34
Senna Leaves, Alexandria	lb.	.45	.55
Powdered	lb.	.45	.50
Tinnevelly select	lb.	.20	.25
Senna Pods	lb.	.37	.42
Serpentaria (Va. SnakeRt.)	lb.	1.10	1.20
Shellac, Bleached	lb.	.76	.86
Natural	lb.	1.01	1.11
Silver Bromide	oz.	.97	1.07
Chloride	oz.	.93	.99
Citrate	oz.	1.05	1.13
Cyanide	oz.	1.00	1.03
Iodide	oz.	1.08	1.18
Nitrate, cryst.	oz.	.61	.69
Nitrate Sticks (See Lunar Caustic)			
Nucleinate	oz.	.50	.60
Oxide	oz.	1.30	1.38
Permanganate	oz.	.45	.55
Proteinate	oz.	.50	.53
Sulphate	oz.	1.00	1.12
Simaruba, Bark of Root	lb.	.30	.35
Similacin (Resinoid)	oz.	—	3.00
Skunk Cabbage	lb.	.35	.40
Skullcap Leaves	lb.	.60	.65
Sloe Berries	lb.	—	.60
Snakeroot, Canada	lb.	.90	1.00
Virginia (See Serpentaria)			
Soap, Castile, Powd.	lb.	.51	.56
Green	lb.	.45	.54
Mottled, Genuine	lb.	.30	.35
White, Conti's	lb.	.25	.30
Soft Green	lb.	.24	.34
Whale Oil	lb.	.12	.16
Tree Bark, whole	lb.	.15	.21
Cut	lb.	.22	.27
Powdered	lb.	.27	.31
Soda Caustic, purified, sticks	lb.	.30	.42
Caustic, Pure Sticks	lb.	.50	.62
Sodium Acetate	lb.	.28	.37
Arsenate, USP	lb.	.63	.68
Arsenite, pure,	lb.	.60	.65
Benzoate	lb.	.79	.92
Bicarbonate	lb.	.03¼	.06
Bichromate, Tech.	lb.	.30	.35
Bisulphite	lb.	.26	.30
Bitartrate	lb.	.95	1.05
Bromide	lb.	.64	.74
Cacodylate (.52-.57)	lb.	7.30	7.60
Carbonate (Sal Soda)	lb.	.04	.06
C.P. cryst. U.S.P.	lb.	.22	.33
Dried, purified	lb.	.22	.23
Granulated	lb.	.05	.07

PRICES CURRENT OF DRUGS, CHEMICALS & PHARMACEUTICALS

Sod. Chlorate, U.S.P.	lb.	.27	—	.30
Chloride, U.S.P.	lb.	.19	—	.27
Choleate (oz. .30-.35)	lb.	3.50	—	3.80
Citrate	lb.	.79	—	1.09
Cyanide	lb.	.44	—	.51
Fluoride, cartons	lb.	.24	—	.26
Purified	lb.	.28	—	.32
Glycerophos, U.S.P.	lb.	2.17	—	2.24
50 p.c. Solution	lb.	1.62	—	1.72
Glycocholate (oz. .50-.52)	lb.	6.25	—	6.45
Hippurate	oz.	—	—	—
Hydroxide (See Soda Caustic)				
Hypophosphite	lb.	1.05	—	1.15
Hyposulphite, cryst.	lb.	.07	—	.08
Kegs 112 lb	lb.	.05½	—	.06
Granular C.P.	lb.	.24	—	.27
Iodate	oz.	—	—	.60
Iodide (oz. .46-.48)	lb.	5.60	—	5.70
Lactate (oz. .18-.22)	lb.	1.35	—	1.45
Lactophos. 75-80 p.c.	lb.	1.50	—	1.75
Metabisulph	lb.	.45	—	.55
Methylarsenate (oz. .55)	lb.	—	—	6.65
Molybdate	oz.	—	—	.60
Nitrate, U.S.P. 8th Rev.	lb.	.28	—	.31
Nitrate, U.S.P., Gran.	lb.	.40	—	.50
Sticks (oz. .12-.14)	lb.	.65	—	.70
Nitrite, pure sticks	lb.	.70	—	.90
1-oz. c.v.	oz.	—	—	.19
Granular, U.S.P.	lb.	.45	—	.60
Oxalate	lb.	.70	—	.75
Perborate	lb.	.38	—	.48
Phenolsulphonate	lb.	.46	—	.56
	oz.	.08	—	.10
Phosphate, USP., gran.	lb.	.22	—	.27
Powd., Dry	lb.	.40	—	.50
Recrystallized	lb.	.37	—	.40
Phosphate (Monobasic)	lb.	.60	—	.90
Tribasic	lb.	.70	—	1.00
Pyrophosphate (oz. .11-13)	lb.	.43	—	.48
Pyrosulphate (see Sod. Metabisulphate)				
Salicylate	lb.	.47	—	.53
From Natural Oil	oz.	.41	—	.45
	lb.	5.26	—	5.36
Silicate, dry	lb.	.10	—	.12
Liquid	gal.	.65	—	.75
Stearate, Powdered	lb.	.80	—	.86
Succinate (oz. .25-.27)	lb.	1.75	—	1.85
Sulphocarbolate (see Sod. Phenolsulphonate)				
Sulphate (Sal. Glauber)	lb.	.06	—	.07
Dry	lb.	.28	—	.32
Pure, Cryst.	lb.	.20	—	.27
Sulphide, cryst.	lb.	.49	—	.56
Sulphite, cryst.	lb.	.22	—	.26
Pure, dried (Anhydrous)	lb.	.25	—	.32
Sulphocyanide, cryst.	oz.	.17	—	.20
Tartrate	lb.	.85	—	.90
Taurocholate	oz.	.70	—	.80
Tonol (oz. .25)	lb.	—	—	1.90
Tungstate	lb.	2.15	—	2.25
Uranate	oz.	—	—	.42
and Potassium Tartrate (See Rochelle Salt)				
Solanum (See Horse-nettle Berries)				
Soot, Calcined	lb.	.21	—	.25
Sourwood Leaves	lb.	.26	—	.30
Southern-wood Herb	lb.	.70	—	.80
Spartein Sulph	oz.	1.00	—	1.56
Spearmint Leaves, ozs.	lb.	.60	—	.70
Species Pectorales	lb.	.45	—	.55
Spermaceti, cakes	lb.	.45	—	.50
Spikenard Root	lb.	.42	—	.47
Spirits Ammonia	pt.	—	—	1.00
Aromatic, USP	gal.	6.15	—	6.40
Camphor	gal.	7.05	—	7.30
Chloroform	pt.	1.36	—	1.40

Spirits Ether, USP.	pt.	1.30	—	1.60
Ether, Comp.	pt.	2.52	—	2.86
Nitroglycerin USP	oz.	.25	—	.30
Nitrous Ether, USP	pt.	1.30	—	1.50
Turpentine (See Turpentine)				
Spruce Gum	lb.	1.00	—	1.10
Extra	lb.	2.10	—	2.25
Squawvine Root	lb.	.35	—	.40
Squill, U.S.P.	lb.	.21	—	.25
Starch, Iodized (oz. .32-.34)	lb.	2.60	—	2.70
Soluble	lb.	1.05	—	1.15
Star Grass Root	lb.	.90	—	.95
Powdered	lb.	.95	—	1.00
Stavesacre seed	lb.	.65	—	.70
Stillingia Root	lb.	.26	—	.36
Powdered	lb.	.36	—	.46
Storax, Artificial	lb.	—	—	—
Gum, Liq.	lb.	.73	—	.78
Stramonium Leaves	lb.	.26½	—	.31½
Pressed, ozs.	lb.	.50	—	.60
Powdered	lb.	.35	—	.45
Seed,	lb.	.30	—	.40
Powdered	lb.	.40	—	.45
Strontium Acetate	oz.	.16	—	.18
Bromide	lb.	.70	—	.80
Carbonate	lb.	.55	—	.60
Chloride H. P. cryst	lb.	.53	—	.63
Iodide (oz. 46-48)	lb.	5.50	—	5.60
Lactate (oz. .24-.26)	lb.	1.50	—	1.60
Nitrate, dry	lb.	.31	—	.37
Oxalate (oz. .16-.18)	lb.	.85	—	.95
Peroxide (Hydrated)	lb.	3.12	—	3.16
Salicylate	lb.	1.15	—	1.25
Strophanthin, USP, 15 gr.	vial	...	—	1.05
5 gr. vials	ea.	—	—	.45
Strophanthus Seed, brown	lb.	.55	—	.60
Strychnine Alk., Powd.	....	1.01	—	1.57
Acetate	oz.	1.04	—	1.50
Arsenite	oz.	1.04	—	1.50
Hypophosphite	oz.	1.07	—	1.63
Nitrate	oz.	1.04	—	1.50
Phosphate	oz.	1.04	—	1.50
Sulphate	oz.	.77	—	1.33
Tonol	oz.	—	—	2.25
Styptol, ⅛-oz. vial	ea.	—	—	1.40
¼-oz. vial	ea.	—	—	5.30
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1-lb. cartons	lb.	.31	—	.36
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	lb.	5.40	—	5.50
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Lac. precip., English	lb.	.25	—	.30
U.S.P. Amer.	lb.	.20	—	.25
Roll	lb.	.07	—	.09
Select	lb.	.10	—	.15
Washed	lb.	.13	—	.16
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Ground	℔.	.83	—	.93
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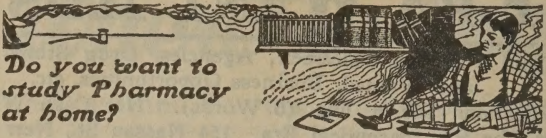
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Back

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PABST Extract, the "Best" Tonic, has been put back on the market with an alcoholic content of 3½%. In recognition of the need for a pure, medicinal malt tonic, the United States Government has authorized the sale of this famous, health-and-strength-producing tonic.

Once more, the benefits of Pabst Extract with its rich, true malt flavor are available to convalescents, nursing mothers, and nervous, fatigued and sleepless men and women. Leading physicians prescribe it.

The medicinal qualities of Pabst Malt Extract are known everywhere. There is a big demand for the "Best" tonic NOW. Get the profit that volume turnover will produce. Write or wire your jobber for Pabst Malt Extract today.

Pure Malt and Hops!

[*NOW—3½% alcoholic content. Authorized by Government permit. Sold through drug trade only.*]

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PABST CORPORATION (*Tonic Division*)
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The "Best" Tonic